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# AMERICAN NURSERYMAN

## AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLVI No. 5

SEPTEMBER, 1, 1927

Per Copy 20c

### September Morn--



AS WE look out over our 1500 acres,—dew-drenched and sunrise-dappled,—the row on row of verdant trees, the fragrant breath of Roses, the lingering bloom of shrubs . . . awaken our most violent poetic sense; but heck! What's the use! We must keep down to bare facts, and talk business.

#### General Nursery Stock

We've got a lot of it, in the pink of condition, making up to gratifying grade apportionment; just waiting the September rains and early October frosts. before passing on to you.

FRUIT TREES and SMALL FRUITS—in our accustomed extensive variety and large quantities. (Heavy on Grape Vines).

SHRUBS—increased varieties, and still larger growing blocks.

ROSES—increased varieties, and still larger growing blocks.

DECIDUOUS and EVERGREEN TREES; HARDY VINES; and HARDY PERENNIALS of all good commercial types,—in comfortable supply, well-grown as usual,—Phlox, Iris and Peonies are most complete in variety, in greatest count.

#### CALLING SPECIAL ATTENTION TO—

Bechtel's Crab, 2 to 3 and 3 to 4. Ash-lf. Maple, 6 to 8, 8 to 10, and 10 to 12. European Mt. Ash, 6 to 8, 8 to 10, 10 to 12. Lombardy Poplar, 8 to 10, 10 to 12, 1½ to 1½ inch, and 1½ to 2 inches. Willows—Most all varieties, but particularly Wisconsin,—8 to 10, 10 to 12, and up.

Buddleia Magnifica, field grown; Cornus Elegantissima Var., 2 to 3; Deutzia Gracilis, 12-15, 15-18, and 18-24; Deutzia Lemoine, 15-18, 18-24, 24-30.

Regels Privet, 15-18, 18-24, 24-30. Snowberry (both colors), 2 to 3 and 3 to 4.

Spiraea Anthony Waterer, 12-15, 15-18, 18-24, and 24-30.

Weigela Rosea Nana Variegata, 18-24, and 2 to 3.

Hardy Climbing Roses, 2 year field grown, full grown. Also the other types.

Ampelopsis Veitchi (Boston Ivy), 2 year. Clematis Paniculata, 2 year.

Polygonum Auberti (The newly popular Silver Lace Vine), 2 years.

Our first fall wholesale list is being mailed, quite comprehensive in scope, and made up in attractive form. We have partially conformed in spelling. "A rose by any other name would smell as sweet," says the poet; but he never had to work out a list in that ornery new standardized nomenclature. Listen, old friend; if you too don't like it, just write us what you need, heart to heart, in the good old-fashioned way, and we'll understand.

## THE STORRS & HARRISON CO.

NURSEYRMEN  
Operating 73 Years  
1200 Acres

FLORISTS  
PAINESVILLE

SEEDSMEN  
LAKE COUNTY

OHIO  
Route 2  
East of Olty

39 STATE ST.

ROCHESTER, N. Y.

American Fruits Publishing Co.

## **FALL 1927**

### **A Complete Line of Nursery Stock**

**Fruit and Shade Trees  
Shrubs, Privet, Vines  
Roses and Perennials**

#### **FRUITS IN CAR LOTS**

*Cherry—1 and 2 year  
Apple—2 and 3 year  
Plum—1 and 2 year  
Peach—1 year*

**C. M. HOBBS & SONS, Bridgeport, Ind.**

ESTABLISHED 1876

### **CATALOGUES ARE NOT THE ONLY WAY**

Catalogues are the first form of advertising—they are necessary BUT they are slow to act on your customer. He lays them aside for further consideration.

#### **FOLDERS ARE QUICK AND CHEAP**

Folders are quickly got together—a half day's time and your surplus list. Each folder presents only a few definite items and a special price. They get quick action—orders.

Did you get copy of the August  
DuBois Blotter? Ask for it.

**THE DU BOIS PRESS,  
ROCHESTER, N. Y.**

- ☐ Please send copy of your suggested folder—Three Perennials—The Aristocrats of the Garden.
- ☐ Make sure our name is on your list so we do not miss any of these advertising ideas.

Firm .....

Address .....

By .....

## **CHERRY TREES! CHERRY TREES!**

*The Best That Can Be Grown!*

**SWEET AND SOUR ONE AND TWO YEAR**

**CAR LOTS OR LESS**

**We also offer for 1927**

**A General Assortment of**

**Standard and Dwarf Apple**

**Standard and Dwarf Pear,**

**Plum, Quince and Peach**

**TRUE TO NAME**

*Write For Our Attractive Prices*

## **KELLY BROTHERS NURSERIES**

**Dansville, N. Y.**

#### **"SAFETY FIRST"—USE**

### **BUCKWHEAT HULLS**

**"LIGHT AS  
SNOWFLAKES"**

*Superior to  
Commercial Hulls*

Most satisfactory for winter protection as a mulch around shrubbery, perennial flower beds and borders, strawberry beds and other small fruits. BUCKWHEAT HULLS—WILL NOT pack or mat to the ground. smother small plants or Dutch bulbs, but WILL lighten heavy soil or add humus to sandy soil. Protects small plants or Dutch bulbs. Holds soil moisture in summer when used as a summer mulch. Almost black in color, makes attractive bedding material; will also furnish considerable plant food.

BUCKWHEAT HULLS does not come in tight bales which means considerable work, BUT CAN BE applied with ease. One corner of bag need be opened only to give free flow of hulls.

Just one of the many testimonials, unsolicited, from Roslyn, Pa. Used Buckwheat Hulls as general mulch on Roses, Peonies, Hardy plants and shrubs. Everything stood the winter very good. Have dug the mulch under and all plants, etc., are looking fine. I am so well pleased that I will send you another order in the Fall. (Name upon request).

#### **CHEMICAL ANALYSIS**

Ammonia 1.6%, Phosphoric Acid .06%, Potash .75%. Compare this with Sheep Manure: Ammonia 2.25%, Phosphoric Acid 1.5%, Potash 2%. BE CONVINCED—ORDER YOURS TODAY. Prices f.o.b. Towanda.

100 lb. \$1.50; 300 lb. \$4.00; 1000 lb. \$12.00; 2000 lb. \$20.00

Terms—Cash with order. 25% discount to the Nursery Trade

Shipped during milling season, October and November

**DAYTON MILLING CO., 825 Main St., Towanda, Pa.**

### **Source of RELIABLE Nursery News**

**Is the Nursery Trade Journal**

### **Exclusively for Nurserymen**

**Those who are content  
with a side issue  
Get side issue results**

**The only publication in America devoted to the Nur-  
sery Trade in general as a Main Issue is the  
AMERICAN NURSERYMAN**





**PRINCETON  
PRODUCTS**  
for  
**SATISFACTION**  
**PRINCETON NURSERIES**

Department of  
Wm. Flemer's Sons, Inc.  
**PRINCETON, NEW JERSEY**

Irrigating Evergreens is unnecessary—simply mulch with Granulated Peat Moss. The broadleaved Evergreens particularly require mulching and there is no better material for the purpose than

**IMPORTED GRANULATED  
PEAT MOSS**  
Turf Mull

It acts as an insulator, keeping cold in the ground until proper time for growth to start. Mulching prevents too early flow of sap in Spring, that causes damage by cold weather that follows.

Ask us for any desired information. We may be able to help you as we have others.

Eight bushel bales contain sufficient to cover at least 240 sq. ft 1 inch deep, \$3.00 f. o. b. New York.

Shipped from various parts of the country at the same or slightly higher price.

**ATKINS & DURBROW, INC.**

29 BURLING SLIP, NEW YORK, N. Y.  
Please Mention American Nurseryman



**We Extend You  
A Cordial Invitation  
to  
VISIT US  
THIS FALL**

And inspect our Complete Line of High Grade  
**FRUIT TREES, SHRUBS, ROSES  
AND EVERGREENS**

Include a visit to Huntsville in your season's plans.

**The Huntsville Wholesale Nurseries, Inc.,**  
1872 HUNTSVILLE, ALABAMA 1927

Since Eighteen Hundred and Fifty  
**FRANKLIN DAVIS NURSERIES, Inc.,**  
P. O. Box 102 Arlington Station,  
BALTIMORE, MD.

**ORIENTAL PLANES**—As fine as an Oriental  
Plane can be.

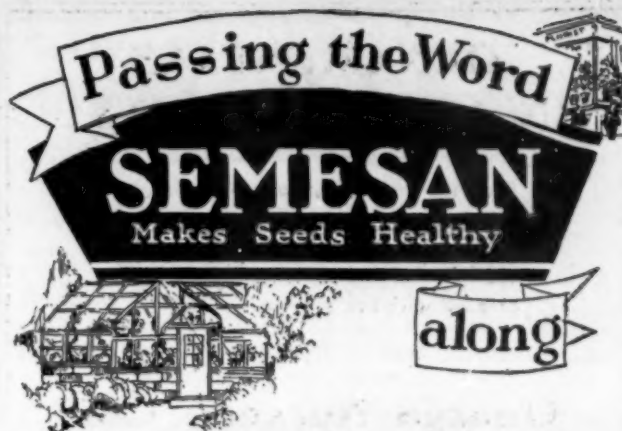
**LOMBARDY POPLARS** **WEeping WILLOWS**  
**SILVER MAPLES** **AMERICAN ELMS**  
**CALIFORNIA PRIVET** **APPLES, 1 & 2 yr. Buds**

Special prices given on the above in carload lots.

**FLOWERING SHRUBS** **PEACHES**  
**BARBERRY THUNBERGII** **GRAPE VINES**

**Send Us Your Want List.**

Although not mentioned here, we may have just what  
you want.



**J. H. FARNSWORTH**, floral artist, of Joplin, Missouri, has used Semesan on all his seeds for two years. He found that plants grown from Semesan-treated seeds are fully 50% better,—stronger, healthier and better rooted. Damping-off and other fungous diseases are controlled almost immediately. He advocates disinfecting soil and propagating sand with Semesan.

Semesan has done so much for Mr. Farnsworth that he has asked us to "pass the word along." Here's his letter:

"We mention just a few of the many kinds (plants) we treat with Semesan.



**"SWEETPEAS**

are the most beautiful, vigorous, in brief the finest flowers we have ever produced.



**"SNAPDRAGONS**

have been difficult, but with Semesan we have crop assurance.



**"ASTER**

diseases are controlled by Semesan.



**"SALVIA**

formerly were difficult to grow. Semesan gives a sure crop.



**"PETUNIAS**

the same.



**"GLADIOLUS**

also treated, and we shall dip our roses.



**"BULBS**

show a decided improvement after Semesan treatment.



**"DAMPING OFF**

has been a serious trouble, especially in sand. We disinfect our sand with Semesan and we secure more and stronger plants, with better roots."

A little thought, a little precaution and the modern disinfectant, **SEMESAN BEFORE PLANTING** is worth more and costs infinitely less than anything you can do after the seeds are in the beds. Easy to use—just shake seeds and Semesan dust in a closed container or, when the liquid treatment is required, dilute in water and dip the seeds, bulbs, roots or tubers. A sprinkle of this liquid on seed beds controls damping off and prevents its return. Costs less than a cent per pound of seeds.

Disease is your real competition. This coupon will bring you complete information. Mail it NOW.



**E. I. DU PONT DE NEMOURS & CO., INC.**

Dye stuffs Department.

Wilmington, Del.

Gentlemen:—Please mail me your Flower Booklet and Nurserymen's Booklet.

Name .....

St. or R. F. D. ....

City ..... State .....

AN. AUG.

## ORNAMENTALS IN CARLOAD LOTS!

Send us your list of wants as we can often quote lower prices on stock we have in heavy surplus. You will be pleased with our service.

Send for Trade List

**Onarga Nursery Co.**  
ONARGA ILLINOIS

## THE MONROE NURSERY

ESTABLISHED 1847

Offers a Fine Stock of  
**SPECIMEN EVERGREENS**  
Fruit and Ornamental  
**TREES and SHRUBS**

Will be pleased to quote on your list of wants

**I. E. ILGENFRITZ' SONS CO.**  
MONROE, MICHIGAN

Manufacturers of  
I. E. Ilgenfritz' Sons Co's. Celebrated Graft and Stock Planter and Firmer

## Vincennes Nurseries

W. C. Reed & Sons, Vincennes, Ind.

Offer for Fall 1927:

**CHERRY, One Year—Both Sweets and Sours**  
All leading Varieties  
11/16 up. 9/16 to 11/16. 7/16 to 9/16.

**CHERRY, 2 Year—A limited amount Sour Sorts**  
11/16 up. 9/16 to 11/16

**CHERRY, XX—1 to 1½. Also XXX 1½ up.**

**PEAR and PLUM, 2 & 3 Year**  
All grades Leading Varieties.

Car Lots or Less.

Send List of Wants for Prices.

## J. H. Skinner & Co.

Topeka, Kansas

WE OFFER

Apple, Cherry, Peach, Pear and Plum Trees  
Apple Seedlings Pear Seedlings

Spirea Van Houtti, all grades

Privet, Amoor River North

2 to 3 ft., 4 or more canes.

Also lighter grades.

Lilac, named varieties

Paeonias

Apple and Pear Grafts, Whole and Piece Root.

## Wayside Gardens

HARDY PERENNIAL PLANTS  
EXCLUSIVELY

Write for Trade List.

**THE WAYSIDE GARDENS COMPANY**  
MENTOR, OHIO

## CHERRY TREES

Sweets on both Mazzard and mahaleb stocks, one and two year.

Sours on mahaleb stocks one and two year.

Trees grown in a "cherry country" where both sours and sweets flourish.

Write for Price List.

Special Prices on Car Lots.

**J. F. JONES, Lancaster, Pa.**



OUR SPECIALTY  
OWN ROOT

**R O S E S**

Field Grown

**Howard Rose Company**

Hemet, California

## PALMETTO PALMS

10" \$ 8.00 per 1000	16" \$14.00 per 1000
12" 10.00 per 1000	18" 16.00 per 1000
14" 12.00 per 1000	20" 18.00 per 1000
22" and 24" \$20.00 per 1000	

CABBAGE PALMETTO PALMS 30" up \$30.00 per 1000.  
SPANISH MOSS, 10c per lb. FERNS, AIR PLANTS, WATER LILLIES, HYACINTHS, MAGNOLIAS, ETC. Write your wants. I will get you what you want. Above prices are cash with order. F. O. B. shipping point.

H. ROBINSON

Box 955

Okeechobee, Fla.

THIS SPACE

**\$5.60 PER MONTH**

Under Yearly Term—Including publication

*Twice a Month for the Single Rate*

CHIEF EXPONENT OF THE NURSERY TRADE



## AMERICAN NURSERYMAN — September 1, 1927

**EDITORIAL DEPARTMENT**—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

**Advertising**—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

**"AMERICAN NURSERYMAN"** is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

**"AMERICAN NURSERYMAN"** will not accept advertisements that do not represent reliable concerns.

**SUBSCRIPTIONS**—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copy less of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT  
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,  
Rochester, N. Y.

**WHAT THIS MAGAZINE STANDS FOR**—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

**INDEPENDENT AND FEARLESS**—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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## C. R. BURR & COMPANY, Inc.

*Wholesale Nurserymen*  
**MANCHESTER, CONN.**

September 1st, 1927.

TO OUR CUSTOMERS  
 AND THE PEOPLE WE WANT FOR CUSTOMERS:

Our big WHOLESALE CATALOGUE for Fall 1927 and Spring 1928, offering a complete line, will be in your hands about September 5th to 10th.

It tells a lot about us--what we are doing, and what we are offering.

Will you please spend a little time giving us a check-up on it? Read carefully lest you miss something of interest.

Let's do some business together while our assortment is right.

We thank you in advance for your kind consideration.

Yours very truly,

C. R. BURR & COMPANY, INC.

P. S.--If you don't get our wholesale lists, drop us a line.

## KELSEY-HIGHLANDS NURSERY

### Birch Seedlings For Budding and Transplanting

TO THE TRADE--FALL 1927-SPRING 1928

Our Birch Seedlings are very fine this year. Orders are booked in rotation and delivered after seedlings are well ripened up in the Fall, or in the Spring after frost leaves the ground.

Prices are Net, packed free, but where cash is sent with order, 5 per cent may be deducted.

#### WHITE BIRCH SEEDLINGS (Betula alba)

3- 6 in. @ \$20.00 per M; 5000 or more @ \$18.00 per M  
 6-12 in. @ 40.00 per M; 5000 or more @ 30.00 per M  
 12-18 in. @ 55.00 per M; 5000 or more @ 45.00 per M

#### CANOE BIRCH SEEDLINGS (Betula papyrifera)

3- 6 in. @ \$30.00 per M; 5000 or more @ \$25.00 per M  
 6-12 in. @ 50.00 per M; 5000 or more @ 40.00 per M  
 12-18 in. @ 65.00 per M; 5000 or more @ 60.00 per M

Prices are low, the stock is fine and your order should come in at once, by Wire or Mail, or Airplane Mail.

**HARLAN P. KELSEY**  
 SALEM, MASSACHUSETTS

Established 1866

61st Year

## NAPERVILLE NURSERIES

We offer a large assortment in  
 TRANSPLANTED ORNAMENTALS

SHRUBS,  
 TREES,  
 VINES,  
 EVERGREENS &  
 PERENNIALS

Our Special List of Transplanted offerings for Fall 1927, is about ready. If you do not receive a copy, a card will bring it.

Also a Good Assortment of

### Lining Out Stock

Our Fall Lining Out Stock List No. 225 will be mailed in a few days. If you do not receive a copy, a card will bring it.

NAPERVILLE DuPage County ILLINOIS

Telephone--Naperville One

28 Miles West of Chicago on State Route No. 18  
 (Ogden Road) and C. B. & Q. R. R.

300 Acres devoted exclusively to the growing of  
 ORNAMENTAL NURSERY STOCK



# AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

## The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLVI

ROCHESTER, N. Y., SEPTEMBER 1, 1927

No. 5

### LARGEST ORNAMENTAL GROWING GROUNDS IN THE WEST

A GOOD office was done for motorists recently by the Oakland, California, Tribune in publishing a travelog in its columns, suggesting that many features of interest and enjoyment were to be found at the great growing fields of the California Nursery Company at Niles, and that visitors would be well repaid by spending a few hours there. The drive itself is a short one, being only about an hour from San Francisco and Oakland, approximately twenty-five miles from these Bay cities, and thirty-odd miles from Palo Alto and Redwood City by way of the newly completed Dumbarton Bridge. Many have found this a very satisfactory trip for a Sunday or holiday, and increasing numbers are to be found at the Nursery each week.

A few of the items of interest seen by the public at Niles are detailed in the Tribune article:

"In many ways it was a tour of discovery, our trip last week to the grounds of the California Nursery Company at Niles, Alameda County, the largest ornamental growing grounds in the West. We learned many things that instructed and surprised us. We did not know, for instance, that to Alameda County belonged the distinction of having the largest Nursery of this type—an institution which had furnished trees and shrubs and roses to many thousand homes, not only in California and throughout the Pacific Coast but also in practically every part of the world. Established in 1865, it is one of the oldest Nurseries in the West.

"We had heard, of course, of such epoch-making fruits as the Calmyrna fig and the Burton prune, but had not fully realized that it was under George C. Roeding, president of the California Nursery Company at Niles, that these remarkable products of the California soil, as well as others which have meant so much to horticulture in California, were developed, and attained commercial importance.

"Nor had we realized the extent of these growing grounds, devoted to fruit trees, roses, ornamental shrubs, and trees of endless variety, ranging from the smallest dwarf Japanese juniper to great pines and cedars and sequoias, all arranged in long stately rows, and giving evidence of the care and skill that have been devoted to their culture. The completeness of the stock of this Nursery, particularly in the matter of specimen trees, was noteworthy.

"The trip from Oakland to the California Nursery Company at Niles takes but a little over an hour, and can be made by one of two delightful routes—either over the picturesque Foothill Boulevard, which right now passes through a region of green hills and blooming orchards, or by way of East Fourteenth Street to Hayward, and thence by the Mission San Jose road to Niles. There are many attractions along either route and while in the vicinity of the California Nursery Company it is well worth the tourist's while to visit the historic Mission San Jose, slightly over a mile from Niles, and the beautiful water temple at Sunol, nearby. The new Dumbarton Bridge

is also an attraction which recently has brought many sightseers into this part of Alameda County.

"We tasted a dried Burton prune, plump and full of sugar,—quite a confection and entirely different from the ordinary prune of commerce—as we visited the test fruit orchard at Niles, containing fifteen hundred varieties of fruits. Here are grouped trees of practically every known variety of fruit that is grown in this region of California, many of them in blossom, and all showing the results of modern pruning practices as carried out by Mr. Roeding, which produce shapely trees and even distribution of the fruit and large crops close to the ground, so as to facilitate picking. It was quite an education to learn how important pruning is, not only in obtaining the greatest yield from a fruit tree, but also in having the fruit so distributed that it will not break the branches and will be within easy reach.

"Regarding the Burton prune, which many fruit authorities believe will take first place as the best drying and shipping prune, because of its size and flavor, we were told that it was named after its originator, R. E. Burton of Vacaville, and is being propagated and distributed by the California Nursery Company after close investigation of this fruit in the California Nursery test orchard has convinced them of its remarkable qualities.

"Most interesting of all the stories told us in connection with the test orchard, however, was that of the Calmyrna fig. Several years of his life and several thousand dollars were devoted by George C. Roeding to the studies which resulted in the introduction of the Calmyrna fig industry in California. It was he who went to Smyrna and discovered that in order to mature the Calmyrna fig it must be fertilized by a wasp called the Blastophaga Grossorum, which is found in the fruit of the Capri fig, an entirely distinct species, and which, at the proper season of the year, leaves the Capri fig, and enters the fruit of the nearby tree of the Calmyrna fig, carrying on its wings the pollen that results in the maturing of the fine, ripe and delicious Calmyrna figs for which this state has become so celebrated. And side by side in the test orchard we saw the trees of these two species, and could easily imagine, a little later in the summer, the abundant crop of Calmyrna figs.

"In the California Nursery test orchard government tests of one sort or another are constantly going on. Thus, in a sense, this Nursery is not alone a large commercial enterprise of which Alameda County may well be proud, but is an important educational and scientific institution in which are continually being worked out methods for the improvement of fruits and nuts to be grown in California and consumed throughout the world.

"From the fruit orchard we went to the ornamental growing grounds, first visiting the propagating sheds where hundreds of thousands of small plants were being carried along until they had reached the proper stages to be set out in the fields, and visiting also the lath house, where, after they are dug up and the roots carefully wrapped in burlap, the plants are set out for a specified time packed in moist shav-

ings, until they are ready for shipment. The striking thing about the ornamental growing grounds was the great variety of plants there represented, many of them rare species coming from far away lands, such as Japan, Australia, Chile, and many other parts of the globe.

"We are told how the various types of trees and shrubs are propagated, some by cuttings. We were shown how carefully the plants in their early stages were staked, trained, and pruned so as to give them shapeliness and strength of growth. One of the most glorious sights among the ornamentals was the great field of heather, some pink, some purple, some white in its bloom. Another brilliant spot of color was the block of Oregon grape or Mahonia aquifolium, as it is known botanically (so we were told), which, at this season of the year, has turned its foliage to many dazzling shades of copper, bronze, and red, and carries blooms of a brilliant yellow blossom. Another attractive shrub was the Nandina, a bamboo-like plant, originating in Japan. Many new plants for California gardens are being tried here at the growing grounds at Niles, and if found adaptable, will gradually be introduced. Among the most interesting new specimens are several varieties of holly, including the English holly, the Dutch holly, and the golden holly, all of which, we are told, thrive well in Alameda County, and for that matter, in most parts of the Pacific Coast.

"When we passed on to the section devoted to trees, we were particularly interested in the methods of lifting and boxing for transportation great specimen trees, some of them twenty to thirty feet in height. We were shown, for instance, an avenue of palms which turned out to be the very palms that lined the main thoroughfare of the Panama Pacific International Exposition in 1915. They had been transplanted from Niles at that time; had been carried on flat cars—one to a car—had grown for fourteen months at the Exposition; and had been returned and replanted at Niles, without the loss of a single specimen.

"We saw one giant example of a Sequoia Washingtonia, the California Big Tree, planted fifty years ago at Niles, and interest was added by the sight of the "Weeping Big Tree" also growing nearby. Both, we were assured, belong to the same species—the Sequoia Washingtonia or Sequoia Gigantea as the big tree of the Sierras is variously called—the only difference being that the "weeping" type is a "sport"—a sort of freak of nature which occurred in some individual specimen and which has been reproduced through slips or cuttings of the original of this type.

"After seeing these and many other interesting things, we passed on to the great fields where close to half a million roses are coming on and probably as many more of this year's cuttings are just beginning to take root. It must be a glorious sight when these great fields of roses are all in bloom a month or two from now. Residents of Alameda County probably do not know that California roses, grown at Niles, are sent by the carload to many of the largest Nurseries and planters of the east. Because of our mild winter the roses get a much

(Continued on Page 117)

# AMERICAN FRUITS

[Reg. U. S. Pat. Off.]

## Why Some Orchards Pay

The orchard question is looked at from a new angle in V. I. Gardner's bulletin from the Michigan Experiment Station. The points brought forward are out of the common line, and well worth noting carefully by anyone in the orchard business, particularly those persons who are about ready to start an orchard. The ideas are based on a study of about 100 Michigan business apple orchards. Conditions are so much like those prevailing in the orchard belt from New England to the Great Lakes that the results are of general value.

Comparing the yield and profits of the numerous orchards, it is concluded that site, soil, grades, variety, and price, in the order named, are the most important items in profitable apple production. This means that orchards, no matter how well cared for, did not pay very well unless the location and soil were right, which means planting on well-drained frost-free sites, with deep rich soil. Too many orchards have been planted on whatever land was not wanted for something else. Some of the best paying orchards were not very well pruned or cultivated, but the location, soil and variety were good.

Speaking of variety, it was found that some kinds which sold at high prices did not pay so well as some of the cheaper apples which produced bigger average crops, and graded out a larger percentage of No. 1 fruit. The winter varieties classed as the big three in Michigan as well as farther east, are the Baldwin, Rhode Island Greening, and Northern Spy. It has been the fashion lately to discredit Spy because of slowness in coming to bearing, but the author shows that in the older orchards the Spy makes up by bearing large crops over a period of years, and the fruit sells well even in years of heavy apple production. Greening also made a better showing than many people would expect, because it is not so much an odd-year bearer and begins to bear heavily at a younger age than Spy or even Baldwin. The showing made by Baldwin in this investigation is not so good as might be supposed, although the variety ranks well toward the front. The drawback seems to be that the fruit often grades out rather poorly on account of bad color, small size, and the fruit spot. Still Baldwin is considered one of the most profitable for Michigan growers. As a fall variety Wealthy was favored.

A striking feature of the report is the heavy planting of the comparatively new varieties, but some of these do not make as good a showing as the old ones when compared on the basis of year-in and year-out returns. As the author says: first, last and all the time the tree must be a heavy producer. Delicious has been heavily planted but has not proved productive. Jonathan has made heavy gains, and often pays well, but has weak points. Snow and McIntosh have proved profitable in the southern part of the state. Such kinds as Wagener, Winter Banana, Northwestern Greening, Ben Davis, Stark, and Wolf River, do not rank high, although some growers found them profitable. In fact, it seems as if on the right location and with good care almost any of the kinds made a good showing in some orchards. It was plain that nothing could take the place of the right location, fertile soil, and timely spraying.

Any grower can get a copy of this good bulletin by applying to the Experiment Station at East Lansing, Mich. It will do some good if nothing more than induce some growers to cut out or graft over the long list of varieties worthless for market—Rural New Yorker.

Are you preserving your copies of the AMERICAN NURSERYMAN? They are of unequalled historic value. An index for each volume.

## PACIFIC COAST ASSN. OF NURSERYMEN

C. A. Tonnerson, Burton, Wash., Executive Secretary

## Timely Practical Pointers for Nurserymen Generally

### Report of Executive Secretary

Surveys and field work have been carried on in wider circle and in broader scope, during the past year than previously. It is essential that the growth of the Association should increase in numbers, the business develop into a better stabilized condition and the remuneration to the individual, as a body of Nurserymen, be maintained on a satisfactory basis for helpful service rendered, considering the Pacific Coast district as a unit.

In fruit stocks the supply in totals, for delivery season 1927-28, is less than for several years past and the seedling plant for trees to be delivered season 1928-29 is also reduced on a par with the prospective slower demand of commercial orchard planter.

Some new problems have developed with commercial apple and pear growers in the matter of marketing this fruit, subject to required treatment for spray residue which involves expense. Until satisfactorily determined commercial orchard planting of these classes will be affected. In prune the commercial fruit market has been slow to recover since the decline in prices soon after the war. In peach and apricot, largely cannery products, conditions change more rapidly. There is an average demand for peach trees, year by year, which if observed and closely aligned with will afford a good measure of satisfaction to Nurserymen giving close attention to this class, but peach trees are easily grown and in shorter time than most other fruit stocks and it is easy to violate with more than 25% of over supply above what planters will buy when prices may go below actual values.

It has been determined, on statistical basis, that the average per capita consumption of fruit in this country, per year, is about 185 pounds and that the proportion, as to the amount of each class consumed, depends on varying conditions, as price, accessibility and fancies of the public consumer. It appears that the low price of raisins and grapes has affected quantity consumption of prunes; pineapple and other canned fruits affect consumption of pear and banana is a strong competitor of the apple. Therefore Nurserymen at best have an uncertain market for fruit trees in the commercial orchard trade. When making up propagating lists make careful calculation of prospective changes in fruit marketing conditions, change cautiously in volume from any assured market for stock.

In ornamental stock a rather surprising condition has been observed. In a majority of the smaller Nurseries the condition of product could be much improved in vigor, type and in method of handling. A number are doomed to disappointment, suffer loss and likely to quit or to better learn how and what to propagate and grow.

In the southern part of this Coast the potted plant method of handling ornamental trees and shrubs developed into a good business for the local trade, but in a number of Nurseries too many specimens for the season's trade had been potted and the attempt to carry over for the next year detracted from the vigor and general quality sufficient to disappoint buyer if delivered, in reality, a loss affecting net profits of the business. The potted plant method has a place for handling stock out of season with satisfaction to Nurserymen and patrons but subject to conditions governing volume of trade, all expenses connected in handling, and the conditions affecting the vitality of plants until delivered to buyers.

Nurserymen in all parts of the Pacific Coast who plan carefully the ornamental plant propagating list, grow the specimen types, develop business gradually with the trade or with the landscape gardeners in their departments or indirectly, afford a good measure of satisfaction to all interested. There has been a little slowing down of planting activity in some parts but only in line with general business conditions prevailing.

In dealing within the trade there is need for closer adherence to specified standard grades on the part of a number to avoid disappointment and loss to themselves and patrons. Those who supply, specimen type, up to grade and plus, in general quality, receive splendid advertising value in the "plus" measure supplied.

### PUBLICITY

There is a growing feeling among Nurserymen all over the Pacific Coast that more publicity is desirable, particularly for ornamental Nursery products and to some extent for general domestic planting. Three methods of publicity, in general, are employed; through the press, the radio and by observation, all three involving expense.

In the use of the press there are two fundamentals not generally understood: First that the expense incident to publication concerning information a long any line of industry must be borne, largely by advertisers in that line of endeavor; for instance, to obtain a page of space in any periodical for descriptive information, concerning plants, their merits, etc., an equivalent must be used by advertisers to cover or the publisher must infringe on some other line of advertising to meet deficiencies. The advertising may be done jointly in a campaign widely as now in practice with florists, or it may be done co-operatively to develop a sum total fund, but each advertiser using space, individually, telling what he has to offer. For a national campaign in wide distribution the method used by florists is attractive, but for local purposes the individual space plan arranged co-operatively, is far better. For example, a Nursery club may desire to carry on a publicity campaign next season then the most practical method would be to canvass among members to ascertain the amount each would spend for advertising. This might be based on one or two per cent of gross business. Suppose the amount in total is \$1000, two, three or more publications selected, a specified amount of business contracted with each publication assumed directly by the Nursery firm making his choice of periodical. The advertising spaces used should be as near together as possible, beginning at certain dates. With some definite amount of business developed the publication is then in line for a liberal equivalent of space in the news columns and specific arrangements should be made to have desirable, timely material supplied regularly to the publications used.

It is as unreasonable to expect any publication to devote news columns to the promotion of any line of industry which does not develop a fair amount of business for the paper as it is to assume that Nurserymen should produce trees free of charge for public purposes.

Another fundamental principle is ability to provide the products advertised, and as advertising is increased greater becomes the necessity to supply stock materials fully up to standard specifications. A leading firm on the coast supplying the rural trade with certain needful lines advertised liberally. Some of the buyers were disappointed with the quality. While at a poultry show some of the goods advertised were on display attracting attention and comment by new prospective buyers, but when



a disappointed customer related his experience the advertising magnifying value became a negative force to several within hearing distance.

Another essential and good practice in advertising is team work in bringing to the attention of the public new stock of outstanding merit, in a manner mutually beneficial to all participants. A few years ago a leading floral firm, I am told, put on the market the famous Testout rose, had propagated considerable number of plants, did some advertising, but before the public became aware of its merits most of the stock had become overgrown and was destroyed. Some time later when the demand became very strong the supply of plants was inadequate. Had a number of Nurserymen and florists participated co-operatively in advertising and selling when first introduced, on some basis fair to all, a good profit margin could have been realized.

The radio method of publicity is becoming popular and valuable. Also observation on the part of the public of attractive planting beautification, is a strong factor in the development of business.

Having had 28 years' experience in publication and advertising lines and in response to the feeling of a number of Nurserymen, as indicated the past season, that the time is ripe for further educational and advertising development, it seemed well to point out some of the essentials to avoid mistakes and costly experiments.

#### VALUES AND PRICES

Again it appears necessary to call attention to the distinction between values and prices. Improvement is observed, the past season, on the part of many, in getting away from the idea of growing extensive quantities rather than to make high quality the basis, then undersell others regardless of values.

They are finding by experience that such method is neither fair nor helpful to themselves and cannot be to others. Values are necessarily based on two factors, first, the cost of production to the stage of delivery and to the buyer. This must include rental values of land, taxes, labor, foundation stocks, machinery and all other items incurred including a reasonable profit, figured on the average of a number of years to account for losses in unmarketable stock. At this stage the marketable stock might be sold either above or below actual cost of production, rarely at value based on production which is the essential first factor.

The second factor which governs when production is finished is the relative condition of supply and demand based on prices at which stock on hand will clean up and on cost to replace. When supply exceeds demand by more than 25% then market values decline uncertain to determine and hardly possible to maintain any definite price range. Last season several Nurseries started the selling prices on pear a little too high above actual values indicated by plentiful supply while demand was slower than the year previous. This caused falling prices in some cases below the range necessary for disposal of the crop. Then as a unit it is important for Nurserymen to keep supply as well co-ordinated as possible with the prospective demand. For the coming season peach, prune, apricot and cherry are fairly well proportioned to the demand in prospect. Apple and pear, while less stock available than in previous years the prospective market is slower and uncertain, but considerable proportion of these classes can be held over therefore it does not appear necessary to reduce selling prices below a fair market value. The careful Nurseryman determines his production costs as definitely as possible and when compelled to sell below that factor in estimate of values realizes the danger of failure ahead, makes keen observations and acts accordingly.

C. A. TONNESON.

## Orchardist Outlines Experience With Nursery Stock

J. HILL FULLILOVE, Shreveport, La., Before Texas Pecan Association

**T**HIS subject has been assigned me by the chairman of the program committee and its discussion by me is undertaken in a very humble spirit, because I realize the many mistakes already made and almost tremble at the thought that many more will be made. In the first place my experiences have shown me that for successful conclusions of an effort of this kind, one should be a well-balanced composite of quite a number of highbrow scientists, and this is said in no manner of derision, but with the greatest respect. He should be versed in horticulture, biology, entomology, agriculture and agronomy. Not being any of these things, I have tried my best to make the acquaintance of such men, and let them know at all times how much I appreciate their visits to my orchard, and how much I value their suggestions and observations while they are with me. With all the possible help of such kind, however, it is absolutely necessary, as you all know, for the operator to love his job—enjoy the smell of the soil, love its feel, glory in the vigor and rich color of his leaves, know the weaknesses and troubles, the vim and vitality of each one of his trees.

I'll bet you pecan growers know just exactly what I mean when I tell you that to look at any tree in the orchard the owner can tell you at once its variety name, its age, whether prolific or not, whether a regular bearer or shy bearer, whether extra good to the taste, how large, how healthy, how old, whether it ever had any special pruning, or special bolt bracing, or special fertilizing, or anything else that might be asked you about it. You may like to know something definite about my orchard, so with your permission, I'll give a few facts, and if anybody should think I am trying to

"spread eagle" a little, let him remember that when one comes to this great state of Texas and looks around at the magnitude of things, he soon realizes the standard of measurements are not apt to be to his advantage; our inches become your miles and our acres become your sections.

We began planting just 23 years ago and at irregular intervals have added several hundred trees at a time till we now have about four thousand trees covering something over four hundred and fifty acres. The land being alluvial land situated in the Red River Valley. We tried to give the trees greater distances than is necessary in other sections and planted them in seventy-five foot checks. When they reached about fifteen years of age we saw that for some varieties this was going to be too close, so that our last plantings have all been on one hundred foot checks. Our varieties are about in the following proportions and you can judge as well as I whether the proportions are right or wrong. 70% Stuarts, 10% Schleys, 5% Pabst, 5% Delmas, 5% Money-makers and other 5% made up of Van Demans, Centennials, Russells, Burketts, Stecklers, Hailes, Nelsons, and probably three or four each of twenty-five or thirty other varieties, and right here, I know some of you want to ask, why do you mix up so many varieties? Well, the answer is this: I'm getting some fun and amusement out of my orchard as well as profit, and that's one way of getting it. You will notice, though, that about 95% of my trees are composed of only four varieties. There's another reason, too, most too scientific for me to attempt to explain, but it has reference to the ripening age of pollen.

The cultivation plan has been in the main just plain cotton cultivation. Some has been given up to legumes of various kinds, the most successful being Melilotus endica, which grows well in winter and spring, but I am just a cotton farmer, so have raised cotton regularly in the orchard, average about 60% bale to acre right along with trees. Am sure though I'll have to give this practice up, because my scientific friends

tell me so, and also because some of my trees are beginning to touch and we all know in order to grow cotton in new ground you have to deaden the trees, and I am not quite ready to deaden my trees.

The same thing worries me that worries us all. On large crop years like last year we are terribly concerned about the price, and on slender years like this we are all wondering why the blame trees don't bear a regular crop. I don't know yet, but I do believe it's really an agricultural question to be solved. I believe it's absolutely foolishness to say it's not the nature of a pecan tree to bear regularly. I can't help but think if we will learn how to govern the annual terminal growth we will at the same time learn how to set a regular crop.

(Acknowledgment is hereby made to Mr. Pelham, Federal Horticulturist).

Some of you may wonder why I don't mention and dwell on some special phase of pecan trouble;—well, I have had a few of those, who hasn't? I think all of them are worth mentioning but to show you most of us travel the same road and so get better acquainted, here goes: We'll just



J. HILL FULLILOVE, Shreveport, La.

imagine that some of these things happened twenty odd years ago, they don't make us feel good to have them too close up; got notice that trees were shipped, be on look out for them, raised sand with Express Co. for week or ten days and when they finally rolled in it was Saturday morning,—who wants to fool with setting out trees on "Sadday" anyhow,—so into a shiftless sort of a hurried ditch they go, bundle and all to wait till Monday. Well, Monday is one of those cold drizzly December days and we wait a few days for better weather; when we did get started we were in a terrible hurry, so to make speed we dug the holes with a post hole digger, rammed the dirt around the trees with the top end of the shovel handle and the whole thing went along pretty well till about September when we began to check up for replants to be ordered in time so as to do the thing right "next time," and we were simply amazed to find nearly half of a considerable planting dead, and dead as thunder, too. Well, that didn't mean but one thing to us and that was we were bound to have been dealing with a crooked Nurseryman. On, on our troubles raced, plow skinned this one, old mule bit this one, fence row, ditch bank, grassy corn fields caught fire, don't know to this day how, lightning I reckon, because fires always start around niggers that "never did smoke a cigarette in my whole life long Capt'n!" Borers, May beetles, web worms, walnut caterpillar and every other kind, rosette, die-back, split limbs, case bearer, no crop, high price; heavy crop, low price; set out Success and they turn out to be Stuart (that's all right), set out Stuart and they turn out to be Centennial or Russell or Van Deman—lots of patience, some credit, a good deal of head-shaking by friends and neighbors, worry, mistakes, some foolishness; vision, rain-bows, air castles, disappointments, some profits, interest, entertainment, happiness!

## AMERICAN ASSOCIATION OF NURSERYMEN

Secy.-Treas. and Traffic Manager, Charles Sizemore, Louisiana, Mo.

### SECRETARY SIZEMORE'S REPORT

#### RECEIPTS

Balance in Treasury July 1st, 1926.....	\$23,346.89
Proceeds of 3-\$1000.00 U. S. Liberty Bonds.....	3,114.37
Interest on U. S. Liberty Bonds.....	607.55
Dues Last Year.....	2,240.00
Dues This Year.....	17,375.00
New Members (66).....	1,095.00
Booklets.....	137.75
Advertising from Badge Book.....	2,303.50
Advertising from News for Nurserymen.....	4,595.58
Revenue from RR Claims and Collection Bureau.....	4,802.15
Sundry.....	967.85
<b>TOTAL RECEIPTS THIS YEAR.....</b>	<b>\$60,585.64</b>

#### DISBURSEMENTS

R. R. Fare, Hotel Expense, etc., for Executive and other Committees.....	\$ 1,670.06
Nurserymen's Course in Agricultural Colleges.....	207.20
Crown Gall.....	2,502.46
General Expense.....	1,101.12
News for Nurserymen.....	2,352.94
President's Office.....	50.00
General Printing and Supplies.....	282.30
Publishing 1926 Annual Report and 1927 Badge Book.....	1,069.97
Radio Publicity (Bal. from last year).....	4,000.00
Horticultural Nomenclature.....	1,000.00
Legislation and Tariff Committee and Legal Advice.....	1,476.00
Flowers for Deceased Members.....	68.00
Committee on Arrangements (Bal. from last year).....	160.65
Premium on Secretary's Bond and Insurance Policies.....	56.25
Arnold Arboretum.....	230.52
Secretary and Traffic Manager's Office Expense.....	9,959.36
<b>Total Disbursements.....</b>	<b>\$26,186.83</b>
Paid out for U. S. Liberty Bonds, Prem. and Int. ....	15,556.55
Cash Balance in Treasury.....	18,842.26
	<b>\$60,585.64</b>

Cash Balance in Treasury.....	\$18,842.26
U. S. Government Bonds.....	12,288.75

Total Amount in Treasury.....\$31,131.01

#### MEMBERSHIP

Last year 624 members. This year 690. An increase of 66. This includes 64 new members and two reinstated members.

#### CLASSIFICATION OF NEW MEMBERS

1 paid \$95; 1 paid \$40; 5 paid \$30 each; 10 paid \$25 each; 7 paid \$20 each; 42 paid \$10 each.

#### OFFICE EXPENSE, ITEMIZED

Sec'y and Traffic Manager and Treasurer's Salary.....	\$6,000.00
Two Stenographers.....	2,220.00
Phone Rent, Phones and Telegrams.....	146.39
Express and Drayage.....	104.32
Government Stamped Envelopes and Misc. Postage.....	792.50
Office Supplies.....	194.46
Office Furniture.....	62.00
Office Rent.....	360.00
Miscellaneous Expense.....	79.69
	<b>\$9,959.36</b>

#### EARNINGS OF SECY AND TRAFFIC MGR'S OFFICE

Revenue from RR Claims and Bad Accounts.....	\$4,802.15
Interest on Bonds.....	607.55
Badge Book.....	1,629.10
Booklets.....	137.75
News for Nurserymen.....	2,242.64
Sundry.....	67.85
	<b>\$9,487.04</b>

#### R. R. CLAIMS AND COLLECTION BUREAU

This year we have collected for the membership railroad claims and bad accounts \$53,009.64. We still have accounts and claims pending amounting to \$117,864.37. Of the 690 members 159 are using the secretary's office for collection service.

#### Redwood in South Carolina

Will the California redwood thrive in South Carolina? William H. Wicker, pro-

fessor of law in the University of Tennessee at Knoxville, intends to find out, says the Columbia, S. C., State. He has ob-

tained from a Nurseryman seed enough to sow a 50-foot bed in the back yard of his father, John H. Wicker, in Newberry, and when the seedlings are fit for transplanting he will have them set out on a 200-acre tract he owns near the county-seat on the highway now building to Camden.

Henry H. Tryon, extension forester for the state, came up from his headquarters in Aiken to plant the seed, with the assistance of T. M. Mills, county agent, and also to lay down for Professor Wicker two other 50-foot seed beds, one of yellow poplar and the other of loblolly pine. Seedling trees from these beds also are to be transferred when ready to the same lands where the redwoods will be tried out.

There is a specimen redwood in Magnolia Gardens on the Ashley near Charleston and report is another stands on St. Helena Island in Beaufort County. The Arnold Arboretum in Massachusetts has imperfect examples, but plantings north of Virginia have usually failed. If the redwood proves adaptable to South Carolina soils and climate the tree should in time achieve importance in this state. Growth is astonishingly rapid in young trees. True, the increase in size after maturity is extremely slow, but as maturity for the redwood is about 1,000 years, that fact need give nobody present concern.

Redwood, *Sequoia sempervirens*, is native to a narrow belt paralleling the Pacific coast in California and Oregon, where it attains a height of 200 to 300 feet. It is one of two species constituting the genus, the other being *Sequoia gigantea*, the "big tree." It bears cypress-like foliage and numerous small oblong cones. The wood is of a handsome red color, takes a fine satin polish, is readily worked and is highly valued on the Pacific coast.

### Necrology: A. A. N. Fiscal Year

Name and Address	Died
	1926
Parker, Mrs. Jas E., Tecumseh, Okla.....	July 3
McWilliams, Hugh, Sacramento, Cal.....	June
Mayhew, J. R., Waxahachie, Tex.....	Sept. 9
Lamke, Henry J., Pittsfield, Mass.....	Aug. 21
Prop. Richmond Nurseries	
Pratt, A. D., Geneva, N. Y.....	Feb.
Wiedey, John, Atlanta Ga.....	Sept. 16
Propagator for Fruitland Nurseries	
Kinley, Barnabus C., Santa Rosa, Cal.....	Aug. 10
Webster, Jabez, Centralia, Ill.....	Sept. 24
Teas, W. C., St. Petersburg, Fla.....	Oct.
Leaver, Geo. N., Los Angeles, Cal.....	Oct. 23
Brewer, Wm. E., Tucson, Ariz.....	Oct. 31
Merkel, C., Mentor, Ohio.....	Oct. 30
Washburn, E. B., Pasadena, Cal.....	Nov. 2
of Pacific Coast branch, Bassett & Washburn, Chicago.	
Malmo, Mrs. Charles., Seattle, Wash.....	Oct.
Ballison, J., Westville, Okla.....	Sept. 30
Prop. Rose Bud Farm	
Sizemore, Roxanna, Louisiana, Mo.....	Nov. 3
Vincent, Jr., R., White Marsh, Md.....	Oct. 14
Jackson, J. Q., Loveland, Colo.....	Nov.
Mgr. Colo. Nursery Co.	
Gibbs, William, Normal, Ill.....	Nov. 30
Central Ill. Nurs.	
Hamilton, B. F., Fremont, Neb.....	Dec.
	1927
Welch, G. L., St. Joseph, Mo.....	Jan. 8
Secy. and Mgr. Kelsey Nurseries	
Sneed, John F., Muskogee, Okla.....	Jan. 2
Welch, Patrick, Waterloo, N. Y.....	Jan. 20
Sherman, Geo. E., Warren, R. I.....	Feb.
Badger, Leon M., Holland, Mich.....	Feb.
Wylie, Thomas, Seattle, Wash.....	Feb. 7
Wheat, James K., Phoenix, Ariz.....	Feb.
Riverside Nursery	
Barnard, John M., Gadsden, Ala.....	Feb.
Barnes, A. D., Friendship, Wis.....	Jan. 31
Sargent, Dr. C. S., Brookline, Mass.....	Mar. 22
Arnold Arboretum	
Craig, Robert, Sr., Philadelphia, Pa.....	Mar. 13
Hobbs, Cyrus M., Bridgeport, Ind.....	Apr. 19
George, James M., New Galliee, Pa.....	Apr. 10
McCarthy, Daniel T., Lockport, N. Y.....	Apr. 16
Smith, Dr. Erwin F., WashingtonAF	
Smith, Dr. E. F., Washington, D. C.....	Apr. 6
Bureau of Plant Industry, U. S. D. A.	
Peterson, H. J., Charles City, Ia.....	March 17
Vice-pres. Sherman Nursery Co.	
Sudworth, Geo. B., Chevy Chase, D. C.....	May 10
Chief Dendrologist, U. S. Forest Service	
Hall, L. W., Sr., Rochester, N. Y.....	May 28
Powell, Geo. T., Brookfield, Mass.....	May 20
Yeomans, Elon L., Honeoye Falls, N. Y.....	May
Dunbar, John, Rochester, N. Y.....	June 13
Asst. Supt. Parks	

## SEEDSMEN, FLORISTS, NURSERYMEN

Cineraria Hybrid Grandiflora, Kelway's Perfect Model Grandiflora, single flowered.  
Calceolaria (Herbaceous) Kelway's Perfect Model, blotched and spotted.

The finest strains in the trade. Remarkable new colourings and immense flowers. We will personally guarantee the exceptional quality of both.

Cineraria 1-64 oz. 75 cents; 1-32 oz. \$1.35; 1-16 oz. \$2.30; 1-8 oz. \$4.25; per oz., \$31.55.  
Calceolaria 1-64 oz. \$1.45; 1-32 oz. \$2.65; 1-16 oz. \$4.55; 1-8 oz. \$8.70; per oz. \$68.70.

1927 crop seed saved in our own Greenhouses now ready.

## KELWAY & SON

Wholesale Novelty Raisers. Langport, England.



**When To Secure Orders**

One of the great difficulties in the flower business is the American tendency to impatience, says a Maine Nurseryman, who continues: "When the peony season is on, with the flowers just about to bloom, the attention becomes centered on peonies and people besiege the Nursery for peony plants. These people want the plants planted then and there and expect them to bloom at once. But spring is no time for transplanting peonies. They must be taken care of in the fall. And will people buy peony plants in the fall? They will not. What they want then is chrysanthemums, which ought to go in during the spring."

This tendency on the part of the planting public to want what they see was discussed some time ago by John Watson who urged that it should be seized upon by Nurserymen to secure orders for the plants to be set out at the proper time. When flowers are blooming is a better time to sell Nursery stock than when snow and zero weather prevail. Activity when the public is especially receptive should be uniformly successful."

**FOR SALE**

American Sweet Chestnuts. American Chinquapins and Black Walnuts for seed and food. These nuts will be fumigated and hand picked. Write for prices.

**E. W. JONES NURSERY CO.**  
WOODLAWN, VA.

**PIN OAK SEEDLINGS**

I will have Pin Oak Seedlings in grades 12 to 18 and 18 to 24 inches.

Send me your orders early.

**ARTHUR L. NORTON**  
NURSERYMAN. CLARKSVILLE, MO.

**FINE NURSERY STOCK**

That is worth buying: one-year field-grown from cuttings. We advise sending orders in early for fall shipments, as our stock is limited. Write at once for price list. Can supply good collected stock also.

**NOLERIDGE NURSERIES**  
McMinnville, Tenn. R. F. D. No. 7

**Fruit and Flower Plates****CATALOGUES—ENGRAVINGS**

Plate Books, Folios, Maps, Stock Forms, Office Supplies, Circulars, Order Blanks, Price Lists.

**United Litho & Printing Companies**  
29 No. Water St., Rochester, N. Y.

Apples, Figs, Altheas, Butterfly Bush, California Privet, Crape Myrtle, Coral Berry, Deutzias, Forsythias, Loniceras, Philadelphus, Pussy Willows, Spireas, Weigolias, Climbing Roses, Carolina, Norway and Lombardy Poplars, Silver Maples and Tulip Trees.

Send us your want lists.

**JONES' NORFOLK NURSERIES**  
Box 442, Norfolk, Va.

**Wanted:**

**10,000 COLUMBIAN  
RASPBERRY PLANTS**

FOR FALL DELIVERY

**Eastern Townships Nursery, Reg'd.**  
SHERBROOKE, QUEBEC, CANADA

**FOR SALE**—American and European Sycamore, 6-8 ft.; Silver, Norway, Sycamore Maples, 8-10 ft.; White Birch, 6-8 ft. and 8-10 ft.; American Linden, 6-9 ft.; Sugar Maple, 6-8 ft.; White Spruce, 2-3 ft.; American, Pyramidal Arborvitae, 3-4 ft.; White Pine, 4-5 ft.; English Boxwood, 2-6 ft.; Rhododendron Maximum, Catawbiense, 2-6 ft.  
**E. W. JONES NURSERY CO., Woodlawn, Va.**

**AMERICAN NURSERYMAN** should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSEYMEN.

**The Preferred Stock****The Fall Price List is Out!**

Perk and I have been staying up nights lately reading proof and making up the annual

**J. & P. FALL PRICE LIST**

It's all done now -- the best we ever got out -- and ready for distribution to the trade.

It lists the finest, biggest assortment of "Preferred Stock," and you won't go wrong if you make up your Fall order from this catalog RIGHT NOW.

Write for a copy.

Sincerely,

Jack

**Jackson & Perkins Company**  
Wholesale Only  
Newark, New York.

**High Quality Stock  
Guaranteed to Please You**

Let us quote on your needs in Apple, Peach, Plum, Grapes, Horse Radish, Washington Asparagus, California and Amoor River Privets, Budded Lilacs, Weigela Rosea, etc.

**Neosha Tree Digger**—The Neosha Tree Digger, a sturdy, dependable machine at a price you will like, now giving satisfaction to many nurserymen large and small. Send for description and prices.

**"Yours for Growing Satisfaction"**

**NEOSHO NURSERIES CO.**  
NEOSHO, MISSOURI

# AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE  
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Semi-Monthly by  
AMERICAN FRUITS PUBLISHING CO., INC.  
30 State Street, Rochester, N. Y.

RALPH T. OLCOTT, Pres. and Treas.  
Phones—Main 5722, Glenwood 740  
Chief International Publication of the Kind

## SUBSCRIPTION RATES

One Year, in advance	\$2.50
To Foreign Countries and Canada	3.00
Single Copies	.30

ADVERTISING RATE, Per Inch.....\$2.50

Advertisements should reach this office by the 8th and 25th of the month previous to the date of publication.

If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., SEPTEMBER 1, 1927

## FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson.

## IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today, and that faith is justified."

The "American Nurseryman" is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

## The Mirror of the Trade

### AS TO FORMS OF PUBLICITY

Now that the subject of commercial publicity is again under discussion by our readers, it is of interest to note that what publishers think of press agent activity and all forms of free publicity tallies with the argument repeatedly made by former officers of the American Association of Nurserymen that paid advertising (such as the florists have been doing) is the business-like way of going about this matter. Printers' Ink recently said:

A press agent endeavoring to justify his self-elected lot in life invariably puts forth the argument that he creates advertising. Such a statement is offered as a palliative for stealing space and debasing news columns for those paying him to put something over.

This frequently used argument is a willfully erroneous assumption. The annual report of the Bureau of Advertising of the American Newspaper Publishers Association scotches the statement by showing that instead of creating advertising, press agents are an obstacle of large proportions in the path of newspaper advertising development.

This report, at the opening meeting of a three-day convention in New York of the newspaper association, made the following statements on the press agent as a destroyer of newspaper advertising campaigns:

"Virtually every proposed campaign of advertising considered by trade associations includes at least consideration of the services of a paid press agent. Committees having in charge associational campaigns are constantly urged to spend the bulk of their appropriations in mediums that compete with newspapers and to use what is left to pay the salary and expenses of a publicity agent. Cases may be cited where press agents have been willing to 'guarantee' a certain amount of free newspaper space in exchange for a stipulated fee.

The report continues with an excerpt from a memorandum made by a representative of the Bureau concerning a convention of an industry which was considering advertising. The report read:

"... The sentiment had been pretty well set for a money raising campaign that would get together \$150,000 to \$200,000 when a gentleman representing one of the free publicity activities was given the floor—saying that he could get \$300,000 worth of free publicity for \$30,000."

The difference between "press agent stuff" and the publicity resulting from the "Plan To Plant Another Tree" movement is as the difference between black and white.

That movement produced not only voluntary news items on the part of the publishers of the country, with editorial comment thereon, but also lively solicitation on the part of editors for more and more details regarding the community awakening to the value of tree and shrub planting.

"Send us more matter regarding the kinds of trees and shrubs both for general and special purpose; also something regarding the care the people should give after planting" is a sample of the urgent requests by editors whose readers were actually excited over their new-found work.

Notice: Editors and publishers calling for material to print; not press agents, hat in hand, begging that at least some of their dope be printed!

We have wondered time and again whether members of the American Association of Nurserymen—or any other Nurserymen—appreciated this difference which is as the difference between black and white. For, while this difference has been repeatedly stated in the columns of this journal, it has never to our knowledge appeared in any other publication; and we have at no time

heard a single word from a Nurseryman which would indicate that the force of this difference had been so much as even sensed. Yet it lies at the very heart of the publicity, or market extension, or distribution of products question about the importance of which we hear from time to time.

No wonder J. A. Young used to shout: "Burst a brain cell and get this!"

### Another Summer Planting Idea

One of the greatest handicaps of the Nursery business is the time limitations in which we are required to do all our business. We are victims of weather conditions, temporary financial upsets, railroad strikes and similar temporary setbacks.

Storage of Nursery stock has never been given quite the study that it should. The field here is fertile and while there is a committee working on this, results so far have not been as satisfactory as some of the members had hoped.

With the small Nurseryman even modern storage plants are not advisable and in some cases impossible. The problem of all of us is to increase our business in a profitable way. I have a suggestion to make to the local retail Nurseryman and it is: "Try Summer Planting."

The far western Nurserymen use tin cans for their ornamental stock and conduct "sales yards" all summer. They say it is profitable. The cans usually last one season. Some have followed the European way of using willow baskets. The latter will last two seasons. Some use wire baskets which last for several seasons.

But there is another way in which much stock can be handled all during the summer season when help is more plentiful and with a little extra attention it seems to be satisfactory. It is the digging of all plants to be handled with a good ball of soil, burrlapping it in the usual way and bringing it to your packing cellar or shed or even a lattice house to "ripen." This consists of letting the plants stay under these cool conditions three or four days until they get over the shock of digging. Sprinkle them or "wash their faces" a couple of times a day and turn the hose on the balls, too, as this keeps them fresh and hurries the callousing of the cut roots. The terminals and new growth "harden up" under this process and your plants are ready to be planted. If planted in well prepared soil and thoroughly watered at planting time the results will be entirely satisfactory on most well-grown Nursery subjects. Pruning will be necessary, a little more severe than in the spring, but the plants with leaves on them look much larger than dormant plants anyway. Have your patrons water in the evening for a few days and you will be surprised at the result.

Try a few jobs in this way. Pick out a few door-step plantings and put them in on the "approval plan." You will realize that here is a field that will prolong your season indefinitely. It will occupy your good help during the summer. When figured in actual dollars and cents it costs a little more, but your good men are worth about half as much in July as they are in April. You keep people thinking Nursery products all season. It helps take care of the dull months and depleted bank account.

X.



## SOUTHWESTERN NURSERYMEN'S ASSN.

Thos. B. Foster, Denison, Tex., Secy.

To The Nurserymen of Arkansas, Louisiana, Oklahoma and Texas—The Territory of the Southwestern Association of Nurserymen:

Annual meeting of this association will be held in Galveston, Tex., Sept. 21-22.

If you are already a member, we want you to be sure and arrange to attend. Besides a good program, the local committee has made arrangements for entertainment between sessions. Special resort rates on railways are in effect every day to Galveston.

If you are not a member, and a grower of Nursery stock, you are eligible to membership, and invited to become a member, whether you can attend or not. The membership fee is \$3, which can be remitted to the secretary, Thos. B. Foster, Denton, Tex. The convention committee intends to have a list of all members printed in connection with the printed program which will be issued September 10th.

W. C. Griffing, Beaumont, Tex., is chairman of the committee on arrangements.

C. C. Mayhew, chairman program committee, Sherman, Tex., is compiling a program, and in order not to omit anything of interest, he will be glad to have any suggestions as to topics to be presented.

Will B. Munson, President.

### Farming Conditions

About an average year seems in prospect for the farming business. All-around farmers' returns should be fairly good as farm incomes go these times. Special lines are having their ups and downs and likewise those who depend upon them for a living. Higher prices for fruit will help balance the light production. Other crops are rather better than average as yet in the North but not quite so good as usual in most parts of the South. Cotton is doing well but probably there will be too much of it as usual. Corn is backward. Dairymen and other feeders find their grain bills almost 25 per cent higher than last season and what they sell is not high enough to pay the difference, except possibly for beef cattle which are about one-third higher than in the summer of last year.—Rural New Yorker.

Gross agricultural income is estimated by the Bureau of Agricultural Economics, United States Department of Agriculture, at \$12,080,000,000 for the crop year July 1926 to June 1927, compared with \$12,670,000,000 the preceding year, a decrease of about 5 per cent, due chiefly to the decline in cotton prices. Smaller income is also estimated for feed grains, apples, and potatoes, which was only partially offset by somewhat higher returns from livestock and livestock products.

The total gross income is made up of \$9,549,000,000 computed as cash income from sales, and \$2,531,000,000, the value of food and fuel consumed on farms. The preceding year the cash income from sales was \$10,135,000,000 and the value of food and fuel consumed on farms \$2,535,000,000.

Net income, after deducting expenses, is estimated at \$2,440,000,000 last year against \$3,082,000,000 the preceding year, a decrease of about 20 per cent. Expenses of production decreased only 2 per cent while the gross income decreased about 5 per cent.

### RELIABLE PECAN TREES

We offer selected Pecan Trees, produced by improved methods of careful bud selection which insure profitable results for the planter. All standard varieties. Make your reservations now. We grow other nursery stock, especially good budded and grafted Rose Bushes.

Summit Nurseries Monticello, Fla.

# Nursery Trade Bulletin

The property of the Stratton Nursery, Petaluma, Cal., has been sold for building lots.

A. L. Burford and others have incorporated the Rosary Nurseries, Tampa, Fla., \$25,000.

Hollandia Gardens, Mark Aukeman, Springfield, O., has issued full wholesale list of lining-out stock.

F. D. Turner, 14 years a Nurseryman, has established Turner's Lawn and Landscape Service in Red Wing, Minn.

Frank Singer, of Singer Brothers, Nurserymen, Milwaukee, Wis., was killed last month in a fall under a tractor he was operating.

Ilgensfritz Nurseries, Monroe, Mich., and Weller Nurseries, Holland, Mich., were represented at last month's summer meeting of the New Jersey Nurserymen's Association.

Stanley and Robert Talbott have established a Nursery on 13 acres at Grinnell, Ia. Stanley Talbott has been with Little Tree Farms and Warren H. Manning Co., Boston.

"Be careful about filling long benches of stocks too easy to grow. The easy things become overproduced and prices drop. The real money is in stocks difficult to grow."—W. J. Smart, D. Hill Nursery Co.

Wooster, O., Aug. 20—The peach and apple crops of Ohio will not come up to the average but grapes will be above the average. Prof. F. H. Beach, extension horticulturist, told 1000 fruit growers here yesterday at the fifth annual Orchard Day at the state experiment station.

Annual meeting of American Rose Society will be held Sept. 10th at Longwood, Pa., the members being guests of Mr. and Mrs. Pierre S. du Pont on their estate near Kennett Square, Pa. Those attending are invited to visit the office and rose garden of Secretary Robert Pyle, West Grove, Pa., en route.

At a recent meeting of the directors of the F. W. Kelsey Nursery Co., New York City, Laurence E. Manning, who has been for two years the company's manager was also elected vice-president of the company. This promotion will be gratifying to the many friends of Mr. Manning in the Nursery trade and out of it all over the country.

Jim Young, Aurora Nurseries, Aurora, Ill., has etched a picture of himself under a wide-brim straw hat, in the field, in the act of extraction a bunch of stock and passing it over to a customer, labelling the sketch: "Full of Pep" Plants. This forms the heading over a typed list of offerings from blocks he is clearing. Jim is artistically inclined; says he gets it from life-long study of Nature's wonders.

Apple Skeletonizer—The apple and thorn skeletonizer, according to the Geneva, N. Y., Station workers, is responsible for the browning and blighting of apple foliage noticeable along the highways of Western New York this fall in unsprayed or poorly sprayed orchards. The skeletonizer is readily killed by applications of arsenate of lead, and trees receiving the regular apple spray schedule throughout the season normally suffer very little, if any, injury from this pest.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

Nicholas & Bridgewater, Inc., Freehold, N. Y., is a new Nursery concern. Capital, \$50,000.

Ernest Hemming, Canterbury Nurseries, Easton, Md., spent the last two weeks of August in Jamaica.

William C. Heinroth and others have incorporated the Oakshore Nurseries, Winthrop Harbor, Ill.; \$30,000.

Hill Crest Orchard Co., Gallipolis, O., will operate an ornamental Nursery. Charles F., S. W. and Bessie L. Stockoff are the incorporators; capital \$20,000.

June issue of Journal of Pomology and Horticultural Science, London, England, contains articles on the physiology of fruit trees and on self and cross-sterility in fruit trees.

Luke Brothers, Montreal, Canada, report large sales of Nursery stock the past season. Indeed, Canadian reports generally indicate sales of as much, or more, stock as regularly.

The Storrs and Harrison indoor baseball nine recently downed the Educational Supply Co. in a close game in Painesville, O., which ended 8-7. The Nurserymen landed on the publishers' twirlers for 14 hits and the S. H. pitcher, Burns, held his opponents to five.

Annual meeting of the Southwestern Association of Nurserymen will be held Sept. 21-22 in Galveston, Tex., under the direction of President Will B. Munson, Secretary Thomas B. Foster and other officers. W. C. Griffing is chairman of the committee on arrangements; C. C. Mayhew on program.

Robert Pyle, Conard-Pyle Co., West Grove, Pa., secretary American Rose Society and chairman of the committee on botanical gardens and arboreta, of the American Association of Nurserymen, is spending the last two weeks of August and the first week of September in the woods near Mt. Washington, N. H.

"Nothing equals a rose as a grouch killer," says Robert Flowerday, the appropriately named veteran horticulturist in charge of the rose garden on Belle Isle, Detroit, where between 3000 and 4000 roses in 150 varieties cause summer-long admiration to thousands of visitors. It is the arduous care of rose plants that reforms the grouch, he says.

Looks for Drop in Prices—L. J. Farmer, Pulaski, N. Y., says: "There seems to be more stock in sight than can be sold at good prices. We look for a big drop in prices."

New Apple Grading Law—The chief features of the new apple grading law which went into effect on August 10th were discussed by Commissioner Berne A. Pycke of the Department of Agriculture and Markets at the summer meeting of the N. Y. State Horticultural Society at the Experiment Station at Geneva recently. Commissioner Pycke is charged with the administration of this law, which was amended at the last session of the legislature to bring the state law into agreement with the federal statutes pertaining to apple grades.

West Indies Plants—Says the Dept. of Agriculture: "All plants, fruits, bulbs, and other Nursery stock intended for planting, bananas, and all citrus fruits from the West Indies and Bahamas, and parcels of plants, fruits, and bulbs received by parcels post may not be delivered until after inspection. All imported plants are liable to fumigation at the owner's expense if such a course is deemed necessary."

## AMERICAN ASSOCIATION OF NURSERYMEN

Secy.-Treas. and Traffic Manager, Charles Sizemore, Louisiana, Mo.

### Change of A. A. . Convention Date Is Proposed

To All Members of the American Association of Nurserymen:

It has occurred to me that we might advantageously change the day and date of our annual meeting. The constitution now specifies the fourth Wednesday in June although under broad interpretation the executive committee may change.

If we were to change to Tuesday it would enable most of the smaller Nurserymen to close up their business on Saturday, arrive at the convention in ample time when held within a reasonably close geographical point. The convention would be over Thursday and would enable most Nurserymen to meet their Saturday's payroll, close their business and be with their families over Sunday.

Then if we would meet approximately a month later there would not be the rush to get there. We here in the South can make it without straining, but those located further North are pushed to wind up their spring and annual business. Many have new plantings to look after that need personal supervision. Few of us have the

spring weeds cleaned up. The wholesalers haven't had time to make their counts and only guess as to grades. The retailers haven't had time to calculate their anticipated shorts. My suggestion is that the meeting be moved up to July 15th or later.

In discussing this with Secretary Sizemore he states that he is much rushed to get to the convention on time and have his badge book and business in order. His fiscal year closes July first and he cannot make his complete annual report. The annual dues are supposed to be paid on a basis of volume of business done. Most of us simply have to guess at this in April. Some don't pay until after convention time. He is strongly in favor of the change.

This "shot gun" method is the only way I can reach the members of the trade and I will appreciate it if you will write me or the secretary just how you feel about the matter; for, if we wait until convention time we will have to run another two years to put it over. I will appreciate your frank comment.

WALTER W. HILLENMEYER, President  
American Association of Nurserymen.

### American Association to Protest Postal Laws

There is a postal law that states equivalently that all packages originating on a regular rural route take two cents less than packages mailed in the city. Further investigation brings out the fact that they must be handled by the rural carrier.

Those Nurserymen and others who are handling agricultural products from their plants outside the corporate city limits and are delivering them to the Post Office themselves do not benefit by this law. The rural carrier himself must take the package. He is only required to provide a vehicle sufficiently large to carry the ordinary amount of mail originating daily on his route.

To the unbiased observer it does seem that this is an injustice. The law was made to encourage parcel post mailing. It was framed with the intention of helping the rural people in the marketing of their products and purchasing of their needs. Now when you go to the expense of delivering the package to the post office in good order, saving the government much of the handling, you rural Nurserymen are paying two cents extra for this accommodation. Surely there should be some relief.

And, speaking of postal conditions, it greatly if the size of the package could be increased. The requirements now are that

the total length and circumference shall not exceed 84 inches. This prevents the mailing of a large per cent of our orders. Our first-grade fruit trees cannot be sent by post. It takes rather severe pruning to send five or more medium grade trees in this manner. In fact it is only the smaller sizes of Nursery stock that can be handled in this way, if we take the average retail order as a criterion. It may take discriminatory postal legislation to help us out, but we need help.

**Pound Rates on Catalogues**—As the matter now stands we do not have the advantage of mailing our catalogues as do the magazines and periodicals. We cannot ship in bulk or on rates calculated in gross weights. Each catalogue is treated as a single unit with the result that our postage bills are greatly increased. In fact there are many good reasons why we should have some relief from these discriminating practices.

The American Association of Nurserymen is going to make a protest and will need the assistance of every Nurseryman that is affected by this ruling. Let's try our best to get this thing abolished. The sooner we get at it the better. What is your opinion of the matter?

WALTER W. HILLENMEYER.

### 1928 Convention Date Set One Week Ahead

Secretary Sizemore announces, as stated briefly in the last issue of this journal, that since none of the Denver hotels could take care of the A. A. N. convention in that city next June on the regular constitutional

dates of the association, June 27-29, the arrangements committee in co-operation with the executive committee has fixed the 1928 convention dates as June 20-22 and the headquarters hotel as the Cosmopolitan.

A systematic effort to bring about a complete overhauling of postoffice department bookkeeping and revision of postal rates when the next congress convenes is foreshadowed in a communication on the subject sent last month to more than 1,500 organization members of the Chamber of Commerce of the United States by its president, Lewis E. Pierson of New York.

chamber that with a business-like accounting system the post office department, instead of showing an operating deficit of more than \$37,000,000 would show a surplus. The apparent deficit, it is explained, is due to the fact that the government charges against the department all the free and less-than-cost services which are a part of governmental policy.

## SOUTHERN NURSERYMEN'S ASSOCIATION

W. C. Daniels, Pomona, N. C., Secy.

### S. N. A. Convention News

Casa Marina Hotel, Jacksonville Beach, Fla.  
September 14-15

**Hotel Headquarters**—Chairman Ligon, of the local committee, announces that the Casa Marina Hotel, Jacksonville Beach, Fla., has been selected for headquarters. A special flat rate of \$3 per day, European plan, will be made the Nurserymen. We have been promised the exclusive use of the hotel lobby on the ground floor for holding our sessions. Lobby is large and spacious, affording all the room needed and so located as to get full benefit of the ocean breezes. The hotel is located right on the beach, considered by many to be the finest beach in the world. No better surf-bathing is to be found on the Atlantic Coast. Those wishing to indulge in salt water fishing can do so by going to the mouth of the St. Johns River, six miles from the hotel.

**Business Sessions** will be made as brief as possible, providing adequate time to take care of business matters, but also allowing plenty of time for the renewing of old acquaintances.

**Plenty of Exhibit Space**—Nurserymen are urged to make their exhibits as plentiful as possible. An open court adjoining the lobby has been secured for an exhibit room. The space is large, with circular walk in the center, assuring plenty of room for all exhibits. A later bulletin will give full instructions for shipping exhibits.

**Entertainment Features**—We have received only a hint or two of what the committee has in store for us in the way of entertainment. We do not know whether there will be any pie-eating contests, greased pigs to catch or fat men's races; but you may rest assured that nothing will be left undone to provide for your comfort and pleasure. An auto ride, on the second day, through the Nurseries of Glen Saint Mary and C. M. Griffing & Co., will be worth, alone, the time and expense of making the trip. The old timers will be there, and many new ones as well. The buyers will be there, too. Let's go!

**Bring the Wife**—We want to urge the membership to bring their wives along, for they are really going to enjoy themselves at the beach, and a good many of them may want to spend the rest of the week there.

If you have any suggestions to make on the program, send them along right away to John Fraser, Jr., President, Huntsville, Ala.

Make hotel reservations now—

W. C. DANIELS,  
Secretary.

### COMING EVENTS

Sept. 6-7—Ohio Nurserymen's Association—Fremont and Clyde.

Sept. 14-15—Southern Nurserymen's Association—Jacksonville, Fla.

Sept. 14-15—Nebraska Nurserymen's Association—Field Day, York.

Sept., 2nd week—Arkansas Nurserymen's Association—Little Rock, Ark.

Sept., 2nd week—South Texas Nurserymen's Association.

Sept., 2nd week—Rio Grand Valley Nursery Association.

Sept., 21—Southwestern Nurserymen's Association, Galveston, Tex.

When writing to advertisers just mention American Nurseryman.



# Andrews LATHAM Raspberry

Mosaic-free Stock - Reliable

Americana Plum Stocks - Prunus Triloba - Ginnala Maple - New Minnesota Plums  
ANDREWS NURSERY COMPANY, FARIBAULT, MINNESOTA

## TRADE ASSOCIATIONS

American Association of Nurserymen—Charles Sisemore, secy., Louisiana, Mo.; 1928 Convention, Denver, Colo., June 20-22.  
Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.  
Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville.  
California Assn. of Nurserymen—John A. Armstrong, Jr., Secy., Ontario, Cal., Oct. 6-7, San Jose.  
Connecticut Nurserymen's Association—A. E. St. John, Secy., Manchester, Jan. 1928, Hotel Bond, Hartford.  
Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.  
Eastern Nurserymen's Association—Fred Worsinger, Secy., Frankford Ave. and Devereaux St., Philadelphia, Pa.  
Fruit and Flower Club of Western New York—Fred M. O'Brien, Secy., Geneva.  
Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill., Jan. 19-20, 1928, Hotel Sherman, Chicago.  
Iowa Nurserymen's Association—R. S. Herriek, secy., State House, Des Moines, Ia.  
Kansas Nurserymen's Association—James N. Farley, Secy., Topeka.  
Kentucky Nurserymen's Association—Alvin Kidwell, Secy., St. Matthews.  
Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., West Newbury.  
Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.  
Minnesota Nurserymen's Association—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.  
Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.  
Nebraska Nurserymen's Association—Ernst Herminghaus, Secy., Lincoln.  
New England Nurserymen's Association—W. N. Craig, Secy., Weymouth, Mass.  
New Jersey Association of Nurserymen—John Marselle, secy., Wyckoff, N. J.  
New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y.  
Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn.  
Ohio Nurserymen's Association—Howard N. Scarff, secy., New Carlisle, O.; Sept. 1927, Fremont.  
Oklahoma Nurserymen's Association—W. E. Rey, secy., Oklahoma City; Aug. 17-19, Convention Hall, Ardmore.  
Pacific Coast Association of Nurserymen—C. A. Tonnison, secy., Burton, Wash. 1928 convention, Seattle, Wash.  
Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.  
Rocky Mountain Nurserymen's Assn.—S. W. Marshall, Secy., 3045 W. 36th Ave., Denver, Colo.  
Rhode Island Nurserymen's Association—H. H. DeWilt, secy., 521 Elmwood Ave., Providence, R. I.  
Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.  
South Dakota State Nurserymen's Association—J. B. Taylor, secy., Ipswich.  
Southeastern Nurserymen's Ass'n.—Otto Buseck, Secy., Asheville, N. C., Nov. 10-12, 1927, Hotel Kenilworth, Asheville, N. C.  
Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, Secy., Irvington.  
Southern Nurserymen's Association—W. C. Daniels, Secy., Pomona, N. C., Sept. 14-15, 1927, Jacksonville, Fla.  
South Texas Nurserymen's Assn.—W. R. McDaniel, Secy., Alvin, Tex.  
Southwestern Nurserymen's Association—Thomas B. Foster, Secy., Denton, Tex., 1927 Convention, Sept. 21-22, Galveston, Texas.  
Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.  
Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan.  
Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

## THE ROSE FARM

Incorporated  
White Plains, New York

High quality, field  
grown, budded ROSES

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Young's Boxwood and  
Evergreens

FOR LINING OUT

My service and stock will please you.

Write for Wholesale Trade List

ROBERT C. YOUNG

Wholesale Nurseryman

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## Broadleaf and Coniferous EVERGREENS

English Laurel, Japanese Ligustrum, Gardenias, Aucuba Japonica, Biota, Retinosporus, Thuja.

Price list on request.

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Wilmington, N. C. P. O. Box 275

## Monticello Nursery Co. MONTICELLO, FLORIDA

Established in 1903

Owners of the \$5,000 Mahan Pecan Tree purchased at Kosciusko, Miss. Twice winners of the World-wide contest for the best quality pecan in the World. Only takes 33 nuts to the pound.

Over 300 acres in Nursery stock.

Wholesale growers of pecan trees, over 400,000 pecan trees of all standard varieties for market this fall. Also about 500,000 Owari Satsuma orange trees.

Get in touch with us for fall prices.  
F. A. MAHAN President and Manager



MAKE NO MISTAKE  
Use Perfection Markers  
Galvanized iron, black  
baked enamel glass  
front, card about 2x4  
inches; stake 28 in. long.  
Lasts ten times longer  
than wood, and more  
satisfactory.  
Manufactured by  
THE S-W SUPPLY CO.  
Girard, Kansas.

WE HAVE TO OFFER  
THE WHOLESALE TRADE  
Hardy Selected Black Hills Spruce and  
Ponderosa Pine at following prices:  
6-12" \$27; 12-18" \$50; 18-24" \$70  
Freshly dug roots. Wrapped in moss  
and burlap. 500 at 1000 rate. Shipping  
time Sept. 15-Oct. 15. Orders booked now.  
Reference, Pennington County Bank. Es-  
tablished 1911.  
M. J. ANDERSON & CO., Rapid City, S. D.

## FOREST NURSERY CO.

McMinnville, Tennessee

Established 1887

Large assortment general Line

Nursery Stock

FOREST TREES, SHADE TREES

SHRUBS, VINES, EVERGREENS

OUR USUAL LINE. Write for Trade List

WE would like to serve YOU

## SPIREA VANHOUTTE

2-3 ft., 3-4 ft., and 4-5 ft. in quantities.

HYDRANGEA ARBORESCENS

18-24 in. and 2-3 ft.

HYDRANGEA PAN. GRAND.

18-24 in. and 2-3 ft.

BERBERIS THUNBERGI, CALIFORNIA

PRIVET, and all other SHRUBS in a good

assortment.

WISC. WEeping WILLOWS

6-8 ft. and 8-10 ft.

FRUIT TREES, GRAPE VINES, and

SMALL FRUIT PLANTS

"WEST has the BEST"

T. B. WEST & SONS

PERRY, OHIO

## PECAN TREES

CAR LOTS our specialty, but we accept  
orders from nurserymen for any number  
of trees. Also have Satsuma Orange trees.

Simpson Nursery Co.

Monticello, Fla. Established 1902

## American Bulb Company

Importers and Growers of

Dutch Bulbs, Cannas, Tuberoses, Gladioli,  
Hardy Lilies, Manetti, Lily of Valley,  
Sphagnum Moss.

Send For Free Catalogue.

6 Murray St. 183 N. Wabash Ave.  
New York City Chicago, Ill.

## WANTED!

10,000—2 YEAR  
CHINESE LANTERN PLANTS  
Charlton Nursery Company  
Rochester, N. Y.

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1st of Month Issue.

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First Forms: - 23rd each month

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If proofs are wanted, copy should be in hand previous to above dates.

American Fruits Pub'g Co., P. O. Box 124, Rochester, N. Y.

## THIS PAGE PRESENTS

**American Nurseryman Directory of American Plant Propagators**

**Listing Nursery Concerns Which Specialize in Production of Young Stock  
Including That Which Has Heretofore Been Imported**

The American Plant Propagators' Association, Organized in 1919, Will Hold its Tenth Annual Meeting  
in Denver, Colo., June, 1928. E. M. Jenkins, Winona, Ohio, Secretary.

TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY  
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### HILL'S EVERGREENS FOR LINING OUT

Complete assortment of Evergreens including Fir, Juniper, Spruces, Pines, Yews, Arbor Vitae, Cedrus, Taxus, Biotas, etc. Also deciduous ornamental trees and shrubs in wide variety. Your patronage is appreciated.

Write for Wholesale Trade List

The D. HILL NURSERY Co., Inc.  
Evergreen Specialists  
Largest Growers in America  
Box 402 Dundee, Ill.

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Headquarters for

### LINING OUT STOCK

Large Assortment

WELL GROWN—NONE BETTER

See Our Lists Before Buying

NAPERVILLE DuPage County ILLINOIS

### TAXUS CUTTINGS

Taxus canadensis—the best ground cover for shade—the best understock for grafting. Wood for one to five thousand cuttings at \$4.00 per M; five to fifty thousand at \$3.50 per M; fifty thousand and over at \$3.00 per M. Boxing at cost.

**GEO. D. AIKEN**

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### WE HAVE THEM You May Want Some

Norway, Sycamore and Silver Maples; Pin, Red, Mossy Cup, Catesbaei and Willow Oaks.

Butterfly Bush, Dogwoods, Deutzias, Forsythia, Spireas, etc.

Our Trade List is ready.

Get next to one.

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### Grape Vines

2-year Strong Vines

CONCORDS and MOORES EARLY  
for delivery Fall 1927 & Spring 1928.

Correspondence solicited.

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CHAS. M. PETERS, Proprietor

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NURSERIES AT

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FOREST NURSERY STOCK

CONTRACT FOREST PLANTING

Send for our catalogue

89 STATE STREET

BOSTON

MASS.

### EVERGREENS MILLIONS OF THEM

Seedlings—Transplants—Cuttings  
Grown under glass

Also Apple Trees, Shade Trees,  
Hedgeplants, Shrubs, Vines, Peony.

Send for our latest Bulletin

**Sherman Nursery Co.**

The largest growers of Evergreens  
in the world.

Charles City, Iowa

### Scotch Grove Nursery

GROWERS OF

### EVERGREENS

FOR

### Lining Out

GOOD ASSORTMENT OF  
STANDARD SORTS

Price List on Request Established 1871

SCOTCH GROVE, IOWA

### EVERGREENS

SEEDLINGS and TRANSPLANTS

FOR LINING OUT

WRITE FOR OUR PRICE LIST

**THE NORTH-EASTERN FORESTRY CO.**

"WE GROW OUR OWN TREES."

CHESHIRE,

CONNECTICUT

### Deciduous & Evergreen

### LINING OUT STOCK

Seedlings & Transplants

**HESS' NURSERIES**

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### BROAD LEAF EVERGREENS

RARE AND CHOICE CONIFERAE

AZALEAS (Evergreen and Deciduous.)

FLOWERING SHRUBS,  
VINES and CLIMBERS

We produce the greatest variety of  
Herbaceous Plants and Field Grown  
ROSES in America. Ask for our  
wholesale price lists.

**Bobbink & Atkins**

RUTHERFORD, NEW JERSEY

### Connecticut Valley

Grown

### SEEDLINGS

POTTED EVERGREEN  
CUTTINGS

TAXUS—Our Specialty

Send for our complete list.

**C. E. WILSON & CO.**

Manchester, Conn.

### NURSERY STOCK

### For Lining Out

Our Lining Out Stock this year is  
more complete than ever before.

Drive in and see our stock. Would  
take pleasure in showing you over  
our grounds.

**Onarga Nursery Co.**

Cultra Bros., Mgrs., Onarga, Illinois

American Fruit Tree Seedlings that  
never miss. Only seedlings with sus-  
tained quality. Many large Nurserymen  
that have tried them, are adopting them.  
We offer for next winter's delivery:

Mazzard, Mahaleb, P. Calleryann,  
Pr. Myroholan, Catalpa Speciosa,  
Ulmus Parvifolia, Rosa Multiflora,  
R. Multiflora Japan.

Large Stock Flowering Trees and Shrubs

**ROBERTSON-VISTICA NURSERY**

118 North Ophir St.

Stockton, Calif.

### 1927 PRICE LIST

—of—

**Collected Hardy Native  
EVERGREENS, TREES  
SHRUBS and PLANTS**

Write for it!

**L. E. WILLIAMS NURSERY CO.**

Exeter, N. H.

Successor to L. E. Williams, Exeter, N. H.  
and I. L. Williams, Manchester, Vt.



# American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,  
Including That Which Has Heretofore Been Imported

## EVERGREENS & DECIDUOUS TREES SHRUBS & VINES

WHOLESALE GROWERS for THE TRADE  
of Choicest  
Hardy New England Grown  
Nursery Stock

Write for Price List

Send your Want List



## ★ ROSES

Shrubs Cannas  
Lining-out Evergreens

Send for Trade-List

The CONARD-PYLE Co.  
ROBERT PYLE, Pres. West Grove, Pa.

"More than 28 years' experience"

Established 1883

## LINING OUT STOCK Tropical Ornamentals

And small pot stock for growing on  
PALMS A SPECIALTY  
Shade Trees, Shrubs, Vines, Ornamental  
Grasses, Bulbs, Etc.

Give us your want list and let us quote.

REASONER BROTHERS'

Royal Palm Nurseries  
Drawer "N" ONECO, FLORIDA

## LET US QUOTE YOU ON

Multiflora Jap. seedlings  
Berberis Thunbergii seedlings  
Ampelopsis veitchii seedlings and trans-  
plants  
Hydrangea p. g. 2 yrs. trans., very bushy  
Wisteria sin., 1 and 2 yrs. for grafting.  
Syringa vulgaris seedlings.

## ALL OUR OWN GROWING

We can save you real money whether  
you need large or small quantities.

BEDFORD HILLS NURSERIES  
BEDFORD HILLS, N. Y.

## THIS SPACE \$5.00 Per Month

Under Yearly Term

Including publication 1st and 15th.

TWICE A MONTH AT SINGLE RATE

Chief Exponent  
of the Nursery Trade

## LINING OUT STOCK

FOREST TREE SEEDLINGS  
AND ORNAMENTAL SHRUBS  
Black Walnut, Russian Mulberry,  
Texas Umbrella, American Persimmon,  
Amoor River South Privet,  
Silver Maple, Black Locust  
Privets Philadelphia Altheas

Good Assortment of  
Lining Out Stock and Finished Plants  
Get Our Catalogue  
27 years in the Nursery business  
PARK NURSERY COMPANY  
PLEVNA, ALABAMA

## The California Nursery Company's Big Plant

(Continued from Page 107)

earlier start in California, and thus have  
much more fully developed root systems  
which enables them to give quicker and  
more abundant bloom in the east.

"Three generations of plants are constant-  
ly maturing at the California Nursery's  
growing grounds at Niles. Needless to say  
an industry which requires three years or

of crops. These are carefully attended to  
by experts.

"Alameda County's great Nursery at  
Niles is proving more and more a Mecca  
for lovers of growing things. There is al-  
ways something beautiful to see and some-  
thing interesting to learn. Right now it is  
the blossoming fruit trees that attract the  
eye. A little later will be the great color-



California Nursery Company's Rose Fields, Niles, Cal., 1927

more for the finished product to mature  
must operate on a large scale and must be  
carefully managed. One of the primary  
concerns at Niles is proper irrigation (and  
this year we were assured that there will  
be plenty of water, the Alameda Creek  
which flows through the Nursery never hav-  
ing been so high as this year), and proper  
restoration of the soil by scientific rotation

ful fields of roses. At another time it will  
be the rich autumn hues of ornamental  
shrubs. A "Show Garden" has just been  
established, bordering the main highway,  
and this is but the entrance to the larger  
acreage of the main growing grounds,  
where anyone who is interested at all in  
plants can very profitably spend a delight-  
ful three or four hours."

## Ulmus Pumila

U. S. Year Book of Agriculture, 1926

"It (Ulmus pumila) is very hardy and  
has proved valuable under a greater vari-  
ety of climatic and soil conditions than  
any yet introduced. Very favorable reports  
have been received from practically every  
section of the country. It has proved win-  
ter hardy in most trials in the Dakotas,  
Minnesota, New York, Montana, and other  
Northern states. Its resistance to drought,  
alkali, and extremes of temperature render  
it an especially valuable tree in the Great  
Plains region where desirable shade trees  
are few, in the semi-arid South and South-  
west, and in fact in almost any portion of  
the continental United States.

"It is a rapid grower, with slender, al-  
most wiry branches. The leaves elliptical  
and smaller than those of the American elm.

It is one of the first trees to leaf out in  
the spring and the last to shed its leaves  
in the fall. Throughout the long season  
the leaves remain a beautiful green and are  
remarkably free from the usual plant dis-  
eases and insect injuries so common in  
many of the elms.

"That this elm is a very rapid grower is  
shown by the following statement from a  
planter at Bridgeport, Nebr. "Trees planted  
May 1, 1918, not over three feet high and  
about the size of a lead pencil were on April  
7, 1922 by actual measurement 15 to 25  
feet high and 16 to 19 inches in circum-  
ference."

"Fort Hays Experiment Station, Fort  
Hays, Kan., says: "Tree planted in 1918  
now 46 feet high and trunk circumference  
21 inches."

"As a shade, windbreak, and avenue tree  
the Chinese elm has proved to be the most

successful introduction of this kind thus  
far attempted. Its natural habit of growth,  
(branching from the ground up) makes it  
valuable as a windbreak."

## O. Joe Howard Speaking

Hickory 1928: That's our invitation to  
the Southern Nurserymen's Association for  
its meeting that year.

Hickory is on the Southern Railway be-  
tween Knoxville, Tenn., and Salisbury, N.  
C., via Asheville from the west; and is  
not very far from the railway running from  
Atlanta to Greensboro; therefore easily ac-  
cessible to those who want to come by  
train from sections of the south that would  
use Atlanta trains, at Gastonia, and bring  
them the balance of the way over a ribbon  
of concrete.

Hickory is easily reached by automobile  
from everywhere—if you can get to the  
state line. You know about North Carolina  
roads. The speed limit is almost the sky,  
45.

Hickory has a first class new hotel, with  
reasonable rates, the beds are splendid  
(folks tell me); the meals O. K., I know;  
and there is a dandy, cool, quiet ball-room  
to hold the meetings in. Hickory facilities  
are unsurpassed.

Hickory, located at the foot of the Blue  
Ridge, has scenic roads from almost every  
direction, rail and automobile, and the trip  
would be worth while from that standpoint  
—to say nothing about visiting us and in-  
specting our Nursery.

We shall be glad for you to mail the at-  
tached proxy, so that your vote will be  
surely counted in case you cannot attend  
the Jacksonville meeting.

Come on; make us happy.

THE HOWARD-HICKORY CO.

Jacksonville, Fla., Aug. 19—We have  
much large r stock of ornamentals to offer  
this season, and all indications point to a  
heavier demand this fall and winter for this  
class of stock.

GRIFFING INTERSTATE NURSERIES.  
C. M. Griffing & Co., Proprietors.

AMERICAN NURSERYMAN should be  
regularly on your desk. A business aid.  
Bristling with exclusive trade news. Ab-  
solutely independent. NOT OWNED BY  
NURSEYMEN.

## Cultural Topics

### Beetle Damage Alarming

The following statement was issued from the office of Secretary of Agriculture, C. G. Jordan, upon his return from a personal inspection of the Japanese beetle infested area in southeastern Pennsylvania on July 28:

"The Japanese beetle is one of the most destructive and alarming insect pests ever to become established in Pennsylvania. It demands the most drastic individual and community action, for nobody knows the limit to the damage it can do.

"Our inspection trip to the area just north of Philadelphia revealed the most wide-spread destruction to fruit trees and shaded trees that we have ever seen done by an insect. Hundreds of trees were seen which were either completely defoliated or so ragged and brown from the effects of the beetle feeding that it looked like a forest fire had scorched the leaves. We heard reports from farmers that not only were their peach trees being defoliated but their peach crop actually eaten. It was even said that sweet corn and field corn were being attacked. Beetle damage was

especially noticeable on grape vines, cherry trees, and elm trees.

"This fight to curb the destruction of the Japanese beetle and to prevent its spread to other areas is certainly something that the public must not take jokingly. Furthermore, it is not a problem for the farmers alone. It concerns everybody that owns property.

### Mexican Fruit Worm Quarantine

Movement of fruit from the district in Texas infested by the Mexican fruit worm will be governed on and after August 15 by quarantine regulations which Secretary of Agriculture William M. Jardine promulgated on August 10. The territory placed under quarantine consists of Cameron, Hidalgo and Willacy Counties in the Lower Rio Grande Valley in Texas. The products affected include grapefruit, oranges, and all other citrus fruits except lemons and sour limes; also peaches, apples, pears, plums, mangoes, sapotas, quinces, apricots, mameys, ciruelas and guavas. None of these may be shipped from the regulated areas, except grapefruit and certain other approved fruits which may be shipped under permits issued by the Department of Agriculture.

In announcing the quarantine, Secretary Jardine said: "In meeting this new menace to the fruit industries of the southern United States the department is undertaking to eradicate the pest, and all quarantine and control measures are based on this idea. An attempt to eliminate it by starvation is now in progress. During the present summer and for a period of about seven months beginning in March each successive year, all fruits on which the insects can feed or propagate are to be destroyed. If this

proves successful, it is believed, the shipment of fruit from the regulated area can be made safely, subject to adjustment, during the months of October to February, inclusive, under inspection and certification of the orchards and fruit produced."

### Self and Cross Sterility

The gardening public is awake to the fact that certain fruit trees are self-sterile, and require to be planted with other varieties of the same species to insure fertilization. At present, such knowledge is vague. For this reason we welcome the further contribution which appears in the latest issue of the Journal of Pomology, by M. B. Crane. This gives further evidence of the importance of the subject, and the photos of trees in pots are most illuminating. Some of these show trees, half of which have been self-fertilized or crossed with incompatible varieties; and the other half fertilized with compatible sorts; the first barren and the second carrying a full crop.

What fruit-tree Nurserymen want is a full list of all leading sorts of fruit trees, showing which are self-sterile and which are in the case of the former names of varieties which have been proved to be efficient for pollination. The article referred to does not go as far as this, but it gives a lot of information which will be useful to Nurserymen who are collating facts for compiling a list of their own. Unfortunately, cherries, which are of limited interest, are dealt with most fully, but a fair list of apples and plums will be found.—Horticultural Advertiser, (British).

IT COSTS LESS THAN 21 CENTS A MONTH TO KEEP IN TOUCH WITH THE TRADE THROUGH A REAL NURSERY TRADE JOURNAL.

### Fruit Tree Seedlings Yakima Valley Grown

Apple	Ussuriensis
French Pear	Mahaleb
Japan Pear	Myro

#### FRUIT TREES

2 Yr. Apple & Pear 11/16

Cortland	Oldenburg
Delicious	Rainier
Jonathan	Wagner
McIntosh	Winesap, Etc.

Bartlett, Bosc, Seckel

### Shade & Ornamental

European Mountain Ash, Prunus Triloba, Prunus pissardi, Pauls Red Flowering Thorn. Flowering crap in 13 varieties.

### ULMUS PUMILA SEEDLINGS

The hardy, fast growing, dry land elm.

Remember, satisfaction guaranteed and carload rates to some distributing point near you.

**Washington Nursery Co.**  
TOPPENISH, WASH.

#### PEONIES

400 varieties of the "World's Finest," including best commercial cut-flower kinds. Please submit your "want list."

Many of the largest dealers prefer our Peonies and we believe you will.

**HARMEL PEONY COMPANY**

Established 1911

Wholesale Growers—Peonies Exclusively  
Berlin, Maryland.

#### IT MEANS MUCH

It is a certificate of good character to have your advertisement admitted to the columns of the AMERICAN NURSERYMAN, because an effort is made to exclude advertisements of a questionable character or which represent concerns that do not practice business ethics recognized in general as worthy. A number of so-called Nursery concerns cannot advertise in this publication.

## INDESTRUCTO METAL LABELS

TRADE MARK



CANT RUST

Thin copper alloy or zinc, strung with copper wire. Written on with a stylus supplied free, or a nail. No ink used. Writing is permanent. Weather and wear proof. Greatly adds to appearance of stock.

For Trees and Plants. Size No. 1—1"x3 1/4", Retail at \$1.20 per 100. Size No. 2—1 1/2"x5", Retail at \$1.50 per 100.

For Garden Stakes or Stakes in pots: No. 51, heavy wire stake, 8" high, Retail \$1.50 per 100; No. 52 stake, 10" high, Retail \$1.75 per 100. Generous discount to dealers.

No. 1 and 2 especially good for labeling stored Dahlias, Cannas, Gladioli or similar stock, to keep quantities from becoming mixed. Sample free. **BALL AND SOCKET MFG. CO.**  
West Cheshire, Conn.

ROSE PREMIER

### BOXWOOD

Buxus Sempervirens

28 in. Pyramids

100 at \$2 each; 1000 at \$1.50 each  
Less 5% for cash.

**CALIFORNIA NURSERY CO.**  
NILES, CALIFORNIA

#### TREE LABELS (painted) POT LABELS

4"—\$1.40 10"—\$5.60

5"—1.70 12"—7.00

6"—2.10 18"—7.50

8"—3.50 Tree—1.70

Write For Special Discounts  
**GENERAL NOVELTY CORPORATION**  
Manufacturers & Jobbers  
915 Railroad Ave. So., Seattle, Wash.

### Latham Raspberry Plants

Free from mosaic, leaf curl, etc.  
Priced right for fall delivery.

**A. B. Coleman & Son**  
AITKIN, MINN.

## Peach Pits

**The Howard-Hickory Co.**  
Hickory, N. C.

## NOTICE

To all American Nurserymen and Seedmen desiring to keep in touch with commercial horticulture in England and the continent of Europe. Your best means of doing this is to take in the

### HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of \$1.50 covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

Established 1883

**H. A. LTD., Loddham, Nottingham, Eng.**

## THE AMERICAN ASSOCIATION OF NURSERYMEN

Is accomplishing much for the Nursery Trade.  
With a record of fifty-two years of service.  
Practical departments and active committees.  
National conventions of inestimable value.

President, W. W. Hillenmeyer, Lexington, Ky.

Write **CHARLES SIZEMORE**, Secretary, Louisiana, Mo., for full particulars.

Convention Date: Denver, Colo., June 27-29, 1928

Unite with over Six Hundred Representative Nurserymen throughout the country to protect your interests and advance your business. Only Nurserymen of high ideals are eligible to membership.

Vice-President, E. B. George, Painesville, Ohio.



### Clean Coast Grown SEEDLINGS

Properly ripened, carefully dug and graded, and packed so they will reach you in first class condition.

APPLE, Malus—Pyrus Malus  
PEAR, Chinese—Pyrus Calleryana  
" Chinese—Pyrus Ussuriensis  
" French—Pyrus Communis  
" Japan—Pyrus Serotina  
CHERRY, Mazzard—Prunus Avium  
" Mahaleb—Prunus Mahaleb  
PEACH, from Lovell Seed  
PERSIMMON, De Lotus  
PLUM, Myrobalan—Prunus Myrobalana  
BIRCH, European White—Betula alba  
ELM, Chinese—Ulmus pumila  
MAPLE, Norway—Acer platanoides  
" Sycamore Purple—Acer pseudo-platanus purpurescens

### ROOTED SEEDLINGS

QUINCE, Angiers  
ROSE, Manetti  
Also a very complete line of Fruit Trees, Ornamentals, Roses and Nursery Supplies.

Your Want List will be appreciated.

### PORTLAND WHOLESALE NURSERY COMPANY

East Washington at Sixth Street  
PORTLAND, OREGON

### Bolling Farms Nurseries Growers

ORNAMENTAL SHRUBS,  
BROAD LEAVED EVERGREENS,  
PRIVET, VINES, POPLARS,  
ARBORVITAE

And other conifers.

Catalog and list of our offerings will be sent upon request.

Bolling, Alabama, Dept. B

### APPLE and PEACH

Good assortment of varieties in various grades in car lots and less.

Also Shade Trees, Shrubs, Evergreens, Privet, Hardwood Cuttings and Seeds.

Get our prices and samples before placing order elsewhere.

### TITUS NURSERY CO.

WAYNESBORO, VA.

Spireas, Philadelphus, Weigelias, Hydrangea P. G. and other hardy shrubs. Two-year California Privet, Roses, Grape Vines, Blackberries, Catalpa Bungei, Peach and other fruit trees.

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### SPECIAL SERVICE

In filling orders for—  
Rhubarb Horseradish  
Strawberry Asparagus

—TO—  
NURSERYMEN Extra Heavy 3-yr. Asparagus, \$5 M

Write For Wholesale List

W.W. THOMAS, Anna, Illinois  
—The Strawberry Plant Man—

### SPECIALTIES—Small Fruit Plants

Grape Vines, Currant, Gooseberry, Red and Black Raspberry suckers and Trans. Strawberry, Rhubarb, Asparagus.

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Write for Trade List of over 80 varieties.

Per 100  
Peony Roots 2-3 eye div. .... \$ 7 up  
Peony Roots 3-5 eye div. .... \$10 up  
Iris mixed, \$10 per M; named, \$20 up.

W. L. LUX & SON

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### FIFTY YEARS

WE complete this fall fifty years of continuous business since the company was established in 1878. We offer the trade what we believe the most complete list of Lining-Out Stock, including Evergreens, in the country.

Write for a copy, and notice these sample prices:

	Per 100	Per 1000
Picea alba (White Spruce)		
3 to 6" transplant.....	\$ 2.50	\$17.00
7 to 14" twice T.....	10.00	78.00
Picea excelsa (Norway Spruce)		
3 to 6" transplant.....	2.50	17.00
Pinus Austriaca (Austrian Pine)		
3 to 6" transplant.....	3.00	20.00
Pinus Mugho		
2 to 4" transplants.....	6.00	33.00
Pinus Resinosa (Red Pine)		
3 to 6" transplants.....	4.00	25.00
P. Sylvestris (Scotch Pine)		
5 to 10" transplants.....	3.00	20.00
8 to 16" twice T.....	8.00	50.00

There are 79 other varieties in our price list, as well as smaller and larger sizes.

### Kelsey Nursery Service

Established 1878

50 Church St. New York City



### CATALOGS

Are you satisfied with your present catalog? We are producers of some of the most successful catalogs in the country. Write and get our ideas before placing your order for your 1928 catalog. Glad to send you samples without obligation.

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Advertising for Nurserymen

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Good Assortment

In Medium and Large Sizes.

VA. CEDARS, LAWSON CYPRESS,  
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Salesmen send for catalog describing shrub and perennial compact folders and famous landscape plate book.

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SEEDLINGS

TRANSPLANTS

SHEARED SPECIMENS

67 Varieties offered. Also Deciduous Shrubs, Shade and Ornamental Trees.

Fairview Evergreen Nursery

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### SPECIAL OFFER OUR NEW CIRCULAR PLATE BOOK

Is now completed and as a special inducement to introduce it we will mail a Sample Copy postpaid, upon receipt of \$1.50. It contains 94 leaves, with 164 colored illustrations, also short description on the back of each leaf.

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have been added to our line.

We also make up "COMPACT" and Loose Leaf Plate Books, Folios, Maps, etc., from our regular color prints.

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Formerly CHRISTY, INC.

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### Silver Maples

6 to 8 feet  
8 to 10 feet  
10 to 12 feet  
and

1 1/2 to 1 3/4 in.

"WEST has the BEST"

T. B. WEST & SONS

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J. E. Stoner, Proprietor

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Offers in quantities California Privet 1 and 2 yr.; Rhubarb, 1 and 2 yr.; Asparagus, Washington varieties, 1 and 2 yr.; and a fine assortment of Shrubbery, Vines and light grade Evergreens, etc.

Send us your want list. Our prices will be attractive.

Northern grown Strawberry, Raspberry, Blackberry and Grape plants.

We pack your retail orders at prices that will make large profits for you.

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Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

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Red or White, Plain or Printed

Sample Free.

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### THIS SPACE

\$2.50 Per Month Under Yearly Term Contract

58 Cents Per Week

Less Than Yearly: \$2.80 Per Month

## AMERICAN ASSOCIATION OF NURSERYMEN

Chas. Sizemore, Louisiana, Mo., Secy.

**President**—Walter W. Hillenmeyer announces the following list of committees of the American Association of Nurserymen for 1927:

**Finance**—Walter W. Hillenmeyer, Lexington, Ky.; M. R. Cashman, Owatonna, Minn.; Geo. A. Marshall, Arlington, Neb. (alternate).

**Arbitration**—Earl D. Needham, chairman, Des Moines, Ia.; Louis E. Hillenmeyer, Lexington, Ky.; Miles Bryant, Princeton, Ill.; W. C. Reed, Vincennes, Ind.; Fred D. Osman, New Brunswick, N. J.

**Arrangements**—W. S. Griesa, chairman, Lawrence, Kan.; Lloyd Stark, Louisiana, Mo.; J. T. Roberts, Jr., Englewood, Colo.; Carlisle Ferguson, Denver, Colo.; J. B. Pilkington, Portland, Ore.

**Botanical and Arboreta**—Robert Pyle, Chairman, West Grove, Pa.; Henry Hicks, Westbury, Long Island, N. Y.; Ralph T. Olcott, Rochester, N. Y.; William A. Natorp, Cincinnati, O.; Geo. C. Roeding, Niles, Cal.; Walter C. Griffing, Beaumont, Tex.

**Co-operating with U. S. Entomologist and U. S. Dept. of Agriculture. (Crown Gall and Raw Material)**—Henry B. Chase, chairman, Chase, Ala.; Geo. A. Marshall, Arlington, Neb.; John Fraser, Jr., Huntsville, Ala.; W. G. McKay, Madison, Wis.; J. B. Pilkington, Portland, Ore.

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**Distribution or Market Development**—Ernest C. Hilborn, chairman, Valley City, N. D.; Earl E. May, Shenandoah, Ia.; Ollie W. Fraser, Birmingham, Ala.; A. N. Christy, Newark, N. J.; C. A. Tonneson, Burton, Wash.; Paul Stark, Louisiana, Mo.

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### FOR SALE

APPLE SCIONS, standard varieties. L. F. Dintelman, Belleville, Ill.

#### IRIS

Her Majesty, 5c; Lohengrin, 5c; Loreley, 5c; Madame Chereau, 5c; Mary Garden 3c; Mithras, 5c; Mrs. Alan Gray 5c; Mrs. H. Darwin, 5c; Perfection 5c; Princess Victoria Louise, 5c; Queen of May, 5c; Sherwin Wright, 5c. Good Plants. Prompt Shipment. Cash Please. Granite State Nurseries, Exeter, N. H.

Peony roots; forty acres of all varieties. Visit our fields. Lutz Peony Farms, Boonville, Ind.

### WANTED

#### HELP WANTED

Dependable man to handle retail agency business of a long-established Nursery company in the Middle States. Good opportunity for one who is capable to take full charge and develop. Address B-75, care AMERICAN NURSERYMAN, Rochester, N. Y.

#### POSITION WANTED

Party who has had a number of years' experience in the retail agency line as sales manager seeks immediate employment in the Rochester district. Would prefer to associate with some firm where the duties would not confine him entirely indoors. Has a knowledge of landscape gardening, can supervise plantings, also has a limited knowledge of the wholesale line. Salary and commission. Address B-78, care of American Nurseryman, Rochester, N. Y.

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**Transportation and Traffic Manager**—Charles Sizemore, Louisiana, Mo.

**Vigilance**—Charles Sizemore, chairman, Louisiana, Mo.; E. H. Smith, York, Neb.; Oliver Hobbs, Bridgeport, Ind.

**Program**—Executive committee acts in this capacity.

**Storage Investigations**—F. A. Wiggins, Toppensish, Wash.; Geo. F. Verhalen, Scottsville, Tex.; A. F. Lake, Shenandoah, Ia.; Robert Chase, Chase, Ala.; Paul Fortmiller, Newark, N. Y.

#### Legislative and Tariff

Henry T. Moon, chairman, Morrisville, Pa.

Wm. Flemer, Jr., Princeton, N. J.

L. A. Moffet, Fremont, Neb. (Representing Nebraska Association of Nurserymen).

George C. Roeding, Niles, Cal.  
Richard M. Wyman, Framingham, Mass.  
Carlisle Ferguson, Denver, Colo. (Representing Rocky Mountain Association of Nurserymen).

Chet C. Marshall, Arlington, Neb. (Representing Western Association of Nurserymen).

Tom Cashman, Owatonna, Minn. (Representing Northern Retail Nurserymen's Association).

George H. Johnston, Kansas City, Mo. (Representing Missouri Nurserymen's Association).

E. P. Bernardin, Parsons, Kan. (Representing Kansas Nurserymen's Association).  
Thomas B. Meehan, Dresher, Pa. (Representing Eastern Nurserymen's Association).

John R. Barnes, Yalesville, Conn. (Representing Connecticut Nurserymen's Association).

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Addressed to  
"AMERICAN NURSERYMAN" LISTS

### Your Mailing Problem Solved

The AMERICAN NURSERYMAN mailing lists are declared to be the most accurate in existence—the result of years of compilation and hourly revision to keep them up to date. Directory lists are necessarily incomplete and out of date. They are postage-killers.

#### A SUPERIOR DIRECTORY SERVICE

Send us your Trade Circulars, Price Lists, Bulletins, etc., for mailing out to our comprehensive lists of Nurserymen of U. S. and Canada, in any lots from 1,000 to 5291 in certain states or sections if desired, at following rates:

	Per M
Lists rental .....	\$4.00
Addressing .....	3.50
Folding per fold .....	.75
Stamping .....	1.00
Mailing .....	2.00

\$11.25

Matter may be sent to us folded; Government stamped envelopes may be used; thus eliminating folding and stamping costs at this end.

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P. O. Box 124

Rochester, N. Y.

Alvin E. Nelson, Glenview, Ill. (Representing Illinois State Nurserymen's Association).

E. S. Welch, Shenandoah, Ia. (Representing Iowa State Nurserymen's Association).  
W. B. Cole, Painesville, O. (Representing Ohio Nurserymen's Association).

William Pitkin, Rochester, N. Y. (Representing New York Nurserymen's Association).

S. A. Miller, Milton, Ore. (Representing Pacific Coast Nurserymen's Association).

Lee McClain, Knoxville, Tenn. (Representing Southern Nurserymen's Association).

Miss E. B. Drake, Winchester, Tenn. (Representing Tennessee State Nurserymen's Association).

C. C. Mayhew, Sherman, Tex. (Representing Southeastern Nurserymen's Association).

Park Commissioner Walter R. Herrick of New York City has announced his acceptance of an offer of the services of James A. G. Davey, vice-president of the Davey Tree Expert Company, as supervising expert in connection with the trees in Central Park.

Elimination of unethical trade practices by industries themselves in co-operation with the Federal Trade Commission is advocated by Judge Edwin B. Parker, chairman of the board of directors of the United States Chamber of Commerce, in order that business may be saved the publicity and embarrassment attendant upon the trial of formal complaints issued by the commission.

Are you preserving your copies of the AMERICAN NURSERYMAN? They are of unequalled historic value. An index for each volume.

## WANT ADVERTISEMENTS

### Traveling Salesmen

The Associate Companies  
The Greening Nursery Co.  
and  
The Greening Landscape Co.

Have a real opportunity for several high-class, forceful State Representatives—to travel out

Of the Home Office at Monroe

Salary commensurate with results. Apply by letter, giving age, married or single, reference and present salary and employment.

Applications treated in confidence.

Write  
Director of Sales

THE GREENING NURSERY CO  
MONROE, MICH.

### SALESMAN WANTED

Young to middle age man who possesses knowledge of landscape gardening. Strictly high class field in the Middle West. One of the wealthiest cities in the world. State age, experience and other details in first letter. Address B-80, care American Nurseryman, Rochester, N. Y.

### Wanted—Traveling Salesman

To call on Nursery and Florist Trade. Apply only by letter, stating whether married or single, and giving age, experience, present salary and full particulars.

Jackson & Perkins Co.  
NEWARK, N. Y.

### SALES MANAGER WANTED

At once, for large Nursery concern. Must have experience in running agents, and good references. Address B-79, care of American Nurseryman, Rochester, N. Y.



# DAYTON FRUIT TREE LABEL COMPANY WOOD LABELS

For Nurserymen and Florists  
The Kind That Gives Satisfaction

SOUTH CANAL STREET

DAYTON, OHIO

**HARRY W. JOINER**

Perry, Ohio

[LAKE COUNTY]

I have in surplus for Fall, 1927, or Spring, 1928, the following items in well finished stock:

10,000 Berberis thunbergii  
50,000 California Privet  
10,000 Spirea Anthony Waterer  
10,000 Spirea foebellii  
20,000 Spirea Vanhouttei  
5,000 Pear, Standard  
20,000 Silver Maple

**GRAPE VINES**

(Our Specialty)

20,000 Agavams  
10,000 Catawba  
10,000 Brighton  
2,000 Diamond  
10,000 Delaware  
60,000 Concord  
20,000 Moore's Early  
30,000 Niagara  
5,000 Salem  
30,000 Worden

The above offered items represent our surplus which we are willing to move at prices which might interest you. This is all well-grown stock, graded to the highest standard and we guarantee condition of same on arrival. Send us your inquiries and we will tell you what we can do for you.



We offer:

**GRAPE VINES**  
**CURRENTS, GOOSEBERRIES**  
in Standard and New Varieties; also  
**SMALL FRUITS and SHRUBS**

Established 1866

**T. S. HUBBARD CO.**  
FREDONIA NEW YORK

**Under Stocks  
For Grafting****ARBOR VITAE AMERICAN**

	Per 100	Per 1000
4-6 " Transplanted...	\$ 5.00	\$40.00
6-8 " Transplanted...	7.00	60.00
8-10" Transplanted...	10.00	80.00
10-12" Transplanted...	12.00	100.00

**SPRUCE NORWAY**

	Per 100	Per 1000
4- 6" Transplanted....	\$5.00	\$40.00
6- 8" Transplanted....	6.00	50.00
8-10" Transplanted....	8.00	70.00

**Packing at Cost**

Want list and quantity inquiries solicited. 600 Acres. Completely modernly equipped.

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46 Years at Painesville, Ohio

## MOSAIC FREE LATHAM RASPBERRY PLANTS HARALSON APPLE TREES EVERGREEN SEEDLINGS

Mugho, Scotch, White, and Norway  
Pine—Norway, White, Black Hill,  
and Colorado Blue Spruce—Ameri-  
can Arbor Vitae and Concolor Fir.

**J. V. Bailey's Nursery**

Daytons Bluff Sta., St. Paul, Minn.

## S CARFF'S Nursery

Headquarters for  
Small Fruit Plants  
And Lining Out Stock

Strawberries	Hardwood Cuttings
Raspberries	Iris
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Blackberries	Privet
Elderberries	Hydrangea P. G.
Currants	Mallow Marvel
Gooseberries	Barberry Seedling
Grape Vines	Peonies
Horseradish	Honeysuckle
Asparagus	Euonymus Radicans
Rhubarb	Philadelphus Grand

Our list quotes lowest prices

**W. N. Scarff & Sons, New Carlisle, O.****PECANS**

We are the pioneer growers of budded and grafted pecans in the South. Have a complete stock of the leading standard varieties. Can furnish trees we know will please and give satisfactory results. Catalog free.

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**BOXWOOD**

Large and Small Specimens  
Hedging Suffruticosa and  
Sempervirens varieties

**H. ERNEST CONWELL, INC.**  
MILTON, DELA.

**PRIVET AND BERBERIS****SPLENDID STOCK**

Write for Special Quotations.

**LESTER C. LOVETT**

Milford

Delaware

**T. SAKATA & CO.**  
Specialists

**TREE SEED SHRUB****HERBST BROTHERS**

95 Front St.  
NEW YORK

**European Sycamore**

6 to 8 feet  
8 to 10 feet  
10 to 12 feet  
1 1/2 to 1 3/4 in.

**EUROPEAN SYCAMORE**

Well-rooted Cuttings

**"WEST has the BEST"****T. B. WEST & SONS**

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## BECOME A LANDSCAPE ARCHITECT

Dignified, Exclusive Profession not overrun with competitors. Crowded with opportunity for money-making and big fees. \$5,000 to \$10,000 incomes attained by experts. Easy to master under our correspondence methods. Credentials awarded. We assist students and graduates in getting started and developing their businesses. Established 1916. Write for information; it will open your eyes. Do it today!

American Landscape School, 53 Newark, N. Y.

**COMMERCIAL NURSERY COMPANY**

DECHERD, TENNESSEE

We expect to have our usual supply of fruit trees, shade trees and ornamentals; grafted and budded pecans for the fall trade. Write us.

**BARBERRY SEEDLINGS**

Fine stock at very low price.  
Cal. Privet 2 yr.  
Ger. Iris Mix \$2.50 per 100.

Write for Price List.

**WELLSVIEW NURSERY**  
MIDDLEBOURNE, W. VA.

Advertisements are Inserted Twice a Month in American Nurseryman for Single Rate

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TWICE A MONTH INSERTION FOR THE SINGLE RATE

### OHIO NURSERYMEN'S ASSOCIATION

H. N. Scarff, New Carlisle, Secy.

#### Summer Meeting

Clyde and Fremont, Ohio, Sept. 6-7, 1927

An unusually fine program has been arranged for the summer meeting of the Ohio Nurserymen, so bring your family along and enjoy two full days at Clyde, Fremont, Catawba Island, etc.

Tuesday, Sept. 6th.—Meet at "Elmwood Inn," Green Springs, O., (which is 5 miles southwest of Clyde) and at 1 P. M. partake of a chicken dinner, \$1.50 per plate. This inn has a big reputation for meals and has beautiful gardens which draw people from all over the state.

After dinner visit sulphur springs and then go to Clyde, visiting the Nurseries there as long as desired. Then drive to Fremont at your own convenience and visit the Fremont Nursery, Spiegel Grove State Park and the Hayes Memorial.

7 P. M.—Frog leg dinner at Rainbow Garden (1 mile east of Fremont) \$1.75 per plate. Everybody come prepared to say something or add to the entertainment at the banquet. Spend the night at Fremont at one of the hotels.

Wednesday, Sept. 7th.—9 A. M.—Drive through Port Clinton to Gypsum, Danbury and around "The Horn" to the orchard of the Catawba Island Orchard Co. Then on to a fish dinner at Terrace Beach (\$1.25 per plate). Bring your bathing suit, as Terrace Beach has the finest bathing beach on the entire lake. The afternoon will be at your disposal.

The Catawba Orchard Co. owns and operates 550 acres of which 150 acres are now in bearing peaches and they expect a crop of about 18,000 bushels this year. The date of our meeting will be about the Elberta season.

To reach Green Springs, the meeting point, on Tuesday, traffic from the South can go about 6 miles west from Attica on State Route 17 and then north to Green

## Crop and Market Conditions

### Increasing Storage Cellar Space

Editor American Nurseryman:

Demand for fruit trees is rather slow; some varieties of shrubs are in good demand, also evergreens. There is also a good demand for all kinds of shade trees.

The outlook for business the coming season is about as usual.

The Champion Nurseries are adding 4400 square feet of floor space to their storage cellar. The building is of concrete block construction.

Perry, O.

H. J. CHAMPION & SON.

### Elm and Black Walnut

Editor American Nurseryman:

With us fall business is starting in a most encouraging manner. We have a nice lot of large size American white elm trees, mostly about 3½ to 5 inch caliper, also some larger sizes, and these seem to be in strong demand. Have also various other kinds of elms in smaller sizes, including a lot of Molines in various sizes up to 2½ in. caliper, four years old, about 15 to 18 feet tall.

The Mosnat Tree Co. specializes in elm trees of all kinds, also American black walnut trees. Expect to have soon a line of fast growing shade trees, especially for the

Springs on Route 62. From the east go through Clyde to Green Creek and then south on State Route 62 to Green Springs.

Arrangement Committee: H. S. Day, A. R. Pickett, T. B. West.

need of real estate subdividers. There is a new form of Lombardy poplar we have, declared to be better than the common Lombardy.

Chicago, Ill.

MOSNAT TREE CO.

### In the Northwest

Toppenish, Wash., Aug. 16.—The Northwest is harvesting a bumper grain crop and prices are good. Fruit prices are also good but production below normal. Outlook for mixed business is good but commercial orchard planting will be light. Supply of all kinds of stock probably more than demand. A surplus of easy-to-grow shrubs and shade trees is here. More attention must be paid to producing well-shaped specimen stock.

Spring was very late and growth of stock is hardly up to normal.

The disastrous freeze of last September caused as a severe loss, but our refinancing program has been completed and we are going full steam ahead.

B. J. Harms and family of the North Shore Nurseries, Libertyville, Ill., made us a pleasant visit on Aug. 1st. They were on their way home after a trip over the entire Pacific Coast, British Columbia to San Diego inclusive. They were very much interested in *Ulmus pumila* which we grow and bought some for trial in their section. This elm is a wonder for the plains region and in our opinion will largely supplant poplar, locust and box elder.

WASHINGTON NURSERIES.

## LABELS FOR NURSERYMEN THE BENJAMIN CHASE CO., DERRY, N. H.

## Offering To The Trade

We offer the following for immediate delivery:

500	<i>Cornus alba sibirica</i> (Coral Dogwood)	2-3 ft.
500	" " " "	3-4 ft.
500	<i>Weigela rosea</i> (Pink weigela)	2-3 ft.
500	" " " "	3-4 ft.
500	<i>Forsythia Fortunei</i>	2-3 ft.
500	<i>Hydrangea pan. grand.</i> (Hy. Peegee)	18-24 in.
500	" " " "	2-3 ft.
600	<i>Lonicera grand. rosea</i> (Pink)	
1000	" <i>morrowi</i> (Morrow honeysuckle)	3-4 ft.
500	" <i>tartarica alba</i> (White Tartarian honeysuckle)	3-4 ft.
500	<i>Rhus typhina laciniata</i> (Shredded sumac)	4-6 ft.
1000	<i>Viburnum dentatum</i> (Arrowwood)	2-3 ft.
1000	" <i>opulus sterile</i> (Common Snowball)	18-24 in.
500	<i>Populus eugenei</i> (Carolina Poplar)	6-8 ft.
500	" " " "	8-10 ft.

### Roses

1000	Dorothy Perkins
1000	Excelsa
500	Cl. Baby Rambler
500	White Dorothy
300	Gross an Teplitz
300	Gen. Jacqueminot
200	Frau Karl Druschki (Snow Queen)
200	LaFrance
100	Marshall P. Wilder

Write us for quotations on this stock—the prices are right.

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### BERBERRY THUNBERGI—

1 yr. and 2 yr. Seedlings. Also Transplants in all grades. Send for our SPECIAL ADVANCE PRICES.

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Write for instructions based on our experience making budding of this variety simple. Also secure information about our Thornless variety.

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The Best Privet for all Purposes. Hardy in all northern climates of the United States and southern Canada.

### POTTED EVERGREENS—

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**C. E. WILSON & COMPANY**  
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Established 1870

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Amoor River North Privet, 2 yr.,  
2-3 and 3-4 ft., well branched.  
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ft.  
Deutzia Pride 2-3 to 5-6 ft.  
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EVERGREENS—Biotas and Jun-  
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Early Harvest B. B. root grown  
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Long list of Ornamentals in gen-  
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BROADLEAVED EVERGREENS  
FLOWERING SHRUBS  
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ROCK PLANTS  
HARDY VINES

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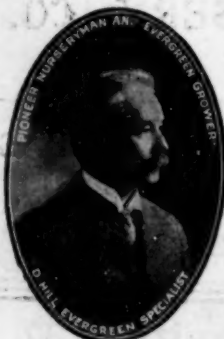
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HEADQUARTERS FOR LINING OUT STOCK

# Hill's Evergreens

Prices are now definitely established for the coming year and sizes and quantities available are all recorded. Right now our list is more complete than it will be at any time during the year. It will pay you to look this list over NOW.

In buying Evergreens from Hill's you are dealing with the largest growers in America, who have been growing Evergreens for 70 years. When making comparisons with other stock on the market, do not compare prices only. Be sure you are buying the best strains of Evergreens, true to name, properly root-pruned and transplanted, dug and handled under proper conditions and packed to insure safe arrival.



George Peabody Arborvitae



Douglas Golden Arborvitae

FIR				ARBORVITAE			
	Inch	Each	Each		Inch	Each	Each
		100	1000			100	1000
Arizona (Cork) . . . . .	x 4-6	15c	14c	American . . . . .	x 8-10	6c	5c
Balsam . . . . .	x 4-6	7c	6c	American . . . . .	xx 10-12	10c	8jc
Balsamea macrocarpa . . . . .	x 4-6	7c	6c	American . . . . .	xx 12-18	20c	19c
Concolor . . . . .	x 4-6	15c	14c	Douglas Golden . . . . .	x 8-10	15c	14c
Douglas . . . . .	x 6-8	15c	14c	Douglas Pyramidal . . . . .	x 6-8	15c	14c
Fraser . . . . .	x 4-6	7c	6c	Globosa . . . . .	x 6-8	14c	13c
Nikko . . . . .	x 4-6	8c	7c	Hovey's . . . . .	x 4-6	11c	9c
Veitch . . . . .	x 4-6	8c	7c	Little Gem . . . . .	x 6-6	30c	
CEDAR (CEDRUS)				Geo. Peabody's . . . . .	x 4-6	12c	11c
Deodara . . . . .	o 4-6	10c	9c	Hill's Pyramidal . . . . .	x 4-6	10c	9c
Libani . . . . .	o 2-4	6c	5c	Hill's Pyramidal . . . . .	xx 8-10	15c	14c
JUNIPER				Rosenthal . . . . .	x 4-6	15c	14c
Chinese . . . . .	o 4-6	7c	6c	White Tipped . . . . .	x 4-6	15c	14c
Pfitzer . . . . .	x 6-8	14c	13c	Siberian . . . . .	x 6-8	15c	14c
Sargent . . . . .	x 6-8	25c	24c	Woodward . . . . .	x 6-8	15c	14c
Communis . . . . .	o 6-8	3jc	2jc	HEMLOCK			
Prostrate . . . . .	o 6-8	7jc	6jc	American . . . . .	xx 6-8	16j	15jc
Golden Prostrate . . . . .	x 4-6	20c	18c	American . . . . .	xx 6-10	30c	29c
Purple Prostrate . . . . .	x 6-8	25c	22jc	BALLED AND BURLAPPED			
Irish . . . . .	x 10-12	13jc	12jc	EVERGREENS			
Swedish . . . . .	x 4-6	13c	12c	JUNIPER			
Spiny Greek . . . . .	x 4-6	15c	14c			Each	
Hill's Waukegan . . . . .	x 6-8	15c	14c			per 100	
Japanica (Procumb's) . . . . .	x 4-6	18c	17c	Pfitzer . . . . .	1-1 1/2'	xxB&B	\$1.00
Sabina . . . . .	x 6-8	15c	14c	Pfitzer . . . . .	1-2'	xxB&B	1.25
Coast of Maine . . . . .	x 4-6	15c	14c	Communis depressa . . . . .	10-12"	xxB&B	.90
Tamarix . . . . .	x 4-6	15c	14c	Communis depressa . . . . .	1-1 1/2'	xxB&B	1.15
Hill's Silver . . . . .	o 4-6	8c	7c	Swedish . . . . .	1-1 1/2'	xxB&B	.90
Redcedar . . . . .	o 6-8	7c	6c	Stricta . . . . .	10-12"	xxB&B	.90
Koster . . . . .	x 4-6	15c	14c	Waukegan . . . . .	10-12"	xxB&B	1.15
Hill's Pyramidal . . . . .	x 8-10	35c		Sabina . . . . .	10-12"	xxB&B	1.15
SPRUCE				Sabina . . . . .	1-1 1/2'	xxB&B	1.50
White . . . . .	x 8-10	10c	9c	Virginiana . . . . .	1-1 1/2'	xxB&B	.75
Black Hill . . . . .	x 4-6	6c	5c	SPRUCE			
Engelmann . . . . .	o 4-6	4jc	3jc				
Norway . . . . .	o 6-8	3c	13c	White . . . . .	1-1 1/2'	xxB&B	.65
Norway . . . . .	x 8-10	10c	9c	White . . . . .	1-2'	xxB&B	.75
Norway . . . . .	xx 12-18	16jc	15c	Norway . . . . .	1-1 1/2'	xxB&B	.40
Serbian . . . . .	o 6-8	5jc	4jc	Norway . . . . .	1-2'	xxB&B	.50
Tigertail . . . . .	o 4-6	10c	9c	PINE			
Colorado Blue . . . . .	o 4-6	4jc	3jc				
Colorado Blue . . . . .	x 6-8	15c	14c	Hill's Mugho . . . . .	8-10"	xxB&B	.80
PINE				Hill's Mugho . . . . .	10-12"	xxB&B	1.15
Jack . . . . .	o 4-6	3c	2c	Austrian . . . . .	1-1 1/2'	xxB&B	.85
Hill's Mugho . . . . .	x 4-6	11c	10c	Austrian . . . . .	1-2'	xxB&B	1.00
Hill's Mugho . . . . .	x 6-8	14c	13c	Scotch . . . . .	1-2'	xxB&B	.60
Austrian . . . . .	x 8-10	10c	9c	FIR			
Ponderosa . . . . .	x 6-8	8c	7c	Douglas . . . . .	1-1 1/2'	xxB&B	.65
Red . . . . .	o 6-8	4c	3c	ARBORVITAE			
White . . . . .	o 6-8	8c	7c				
Scotch . . . . .	x 6-8	8jc	7jc	American . . . . .	1-1 1/2'	xxB&B	.50
YEW				American . . . . .	1-2'	xxB&B	.65
American . . . . .	xx 8-10	10c	9c	Pyramidal . . . . .	1-1 1/2'	xxB&B	.65
Japanese . . . . .	x 4-6	20c	19c	Pyramidal . . . . .	1-2'	xxB&B	.75
Dwarf Japanese . . . . .	x 4-6	20c		Woodward . . . . .	10-12"	xxB&B	.50
BIOTA				HEMLOCK			
Conspicua . . . . .	x 4-6	17jc	16jc				
Aurea nana . . . . .	x 4-6	13c	12c	American . . . . .	1-1 1/2'	xxB&B	1.10
Bonita . . . . .	x 4-6	13c	12c	American . . . . .	1-2'	xxB&B	1.15
Compacta . . . . .	x 4-6	13c	12c	We have a complete list of balled and burlapped sizes, including larger grades for landscape work. Send for complete catalog.			
Pyramidalis . . . . .	x 4-6	13c	12c				

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Seedlings are sold in multiples of 50, once transplanted, in bundles of 25; 50 of the same variety and size at 100 rate; 500 at the 1000 rate. Send for trade list and also descriptive catalog showing leading varieties in color.



Douglas Pyramidal Arborvitae



Hill's Pyramidal Arborvitae



Siberian Arborvitae

## D. HILL NURSERY Co.

EVERGREEN SPECIALIST, LARGEST GROWERS IN AMERICA

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